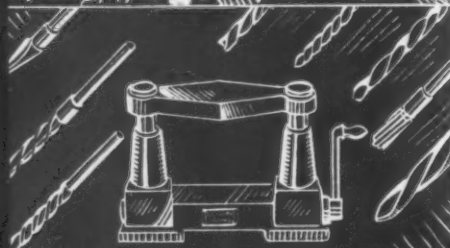




Connecticut **INDUSTRY**

OCTOBER
1943



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**THIS IS THE FORCE THAT UNCLE SAM NEEDS TO
GUARD THE HOUSE THAT JACK BUILT.**

**THESE ARE THE WEAPONS USED BY THE FORCE
THAT UNCLE SAM NEEDS TO GUARD THE HOUSE
THAT JACK BUILT.**

**THESE ARE THE TOOLS THAT PRODUCE THE WEAP-
ONS USED BY THE FORCE THAT UNCLE SAM NEEDS
TO GUARD THE HOUSE THAT JACK BUILT.**

**THESE ARE THE DESIGNERS CREATING THE TOOLS
THAT PRODUCE THE WEAPONS USED BY THE FORCE
THAT UNCLE SAM NEEDS TO GUARD THE HOUSE
THAT JACK BUILT.**

**THESE ARE THE TOOLMAKERS BUILDING THE TOOLS
THAT PRODUCE THE WEAPONS USED BY THE FORCE
THAT UNCLE SAM NEEDS TO GUARD THE HOUSE
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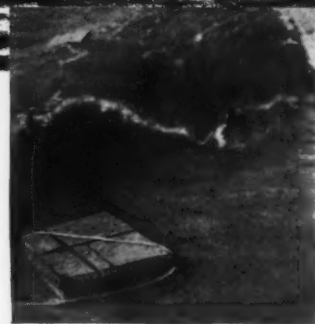


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TOMORROW'S CUSTOMERS

By A. C. FULLER, *President*



BEFORE the war a substantial number of Connecticut manufacturers were producers of parts for other manufacturers of finished products. Their names were largely unknown outside their own community and state except to a comparatively few customers.

Then came the war and the present era of large scale sub-contracting or "bits and pieces" program. Many of these pre-war sub-contractors continued to make parts—components of war goods for the same large producers of peacetime branded products, who are now chiefly prime contractors of war goods.

What of the future of this large group of Connecticut companies? If their pre-war customers return to producing their peacetime products along similar lines and from the same general type of material, their postwar opportunities would appear to equal or exceed those before the era of war production. To be sure many companies will make finished products the first year after the war similar to the ones which they produced when the government forced them to discontinue manufacture of civilian goods shortly after Pearl Harbor. But with the discovery of so many new alloys and processes under the "forced draught" of the war emergency it is doubtful if many producers of branded capital or consumer goods will long continue to use pre-war methods or processes.

If processes and materials are changed by the producers of branded goods, then many peacetime sub-contractors will either lose their former customers or, in many instances, be forced to buy new equipment to meet changed conditions. Moral: If a company, in normal times, secures all or a majority of its business from producers of branded capital or consumer goods, it should make every effort to learn quickly what former customers are planning and how the company's best interests can be fitted into those plans.

If the plans of a majority of former customers require

the purchase of new machinery to a point that is not prohibitive in the light of possible profits from future business, then its purchase may be advisable. But if future profit possibilities seem insufficient, there are only two answers to the dilemma. One is to seek other potential customers who are likely to give orders that can be fabricated on present equipment or on a limited amount of new equipment for which purchase plans have already been made. The other is to acquire a branded product which can be produced and marketed satisfactorily, all of which requires the acquisition of modern marketing techniques.

What of the producers of branded products? The chances are they have been studying their future markets and the lowest cost methods of reaching them. But if not, there is no time to lose in making an intensive study of the subject. While no one can accurately predict when war production will cease and the manufacture of peacetime goods will begin, in earnest, the companies who have done the most intelligent job of analysis of future markets and sound planning to satisfy them at the lowest cost consistent with quality, are the ones who will make the greatest contribution to postwar prosperity of the nation as well as to their employees and stockholders.

A search for the identity of "tomorrow's customers" is one of the pressing problems of today. The efficiency of this search will be recorded in terms of jobs and profits during the first postwar years, and perhaps many more to follow.

With their future at stake, few Connecticut manufacturers can afford to miss the assistance they should receive at the forthcoming "Industrial Planning Conference" arranged for the benefit of all Association members on November 9th at "The Ritz", Bridgeport. The conference won't give all "the answers" but it should stimulate better planning to locate and satisfy "tomorrow's customers".

FOOD FIGHTS FOR FREEDOM

By the Nutrition in Industry Committee of the Connecticut War Council.

EDITOR'S NOTE: This article is the fourth in a series, appearing in **CONNECTICUT INDUSTRY**, covering the importance of food in relation to the war effort. The following article has been based on information supplied by the Office of Program Coordination, Office of War Administration, and the War Food Administration in cooperation with the Office of Price Administration.

THE Nutrition in Industry Committee of the Connecticut War Council calls to the attention of management the nationwide movement during the month of November to bring before all the people throughout the country the important part food must play in winning the war. Your interest and endorsement are earnestly solicited in **FOOD FIGHTS FOR FREEDOM** month.

These are the facts which every American must know. Food is not just a means of selfish satisfaction, but a crucial, vital war material. It ranks in importance with bonds, machine tools, rubber, waste fat, guns, tanks, ships and planes.

Food can be the deadliest weapon of all. It may save thousands of American lives. The course and length of the war may depend on how successfully

we produce food, how willingly and widely we share it, how carefully we save it, how wisely we use it.

Production is Stepped up to Meet War Needs

In 1942—the fourth year of this war—food production was up 19 per cent, a great gain over the 1.2 per cent increase during the fourth year of the last war. This year food production records show an even greater increase; if the present rate continues throughout 1943, production will be up 4 per cent over last year and will be 31 per cent more than our peacetime average for 1935-1939.

Here is where our selfish interests may jog our elbows and say: Then why can't we get more of the food that we are demanding? Here is one of the best reasons. Our armed forces must be fed, and fed right. Their food has been worked out scientifically to meet every health and nutrition need. This is the average weekly diet for a soldier or sailor quartered in this country:

6½ pounds of meat.

7 eggs.

3½ pounds of fresh milk.

1½ pounds of evaporated milk.

One serving of ice cream.

At least 1 pound of butter, mar-

garine and other fats.

4½ pounds of bread, cereal and other grains.

5 pounds of potatoes.

5 pounds of fresh and canned vegetables.

4½ pounds of tomatoes and citrus fruit.

2 pounds of other fruits.

The average soldier and sailor eats daily approximately 5¼ pounds of food (as purchased) or at the rate of 1½ civilian rations per day—the civilian averaging about 3¾ pounds daily. Thus it is readily seen that a large part of our food supplies is put into active service in keeping our young men in vigorous health and in the prime of physical condition.

Then we must not forget that, in addition, we have a responsibility toward our allies. It is estimated that they will require in this fiscal year approximately 12 per cent of the meat we produce, less than 1 per cent of the canned fruits and juices (excluding citrus), 5 per cent of the citrus fruits, 1 per cent of the canned vegetables, 6 per cent of the butter, 22 per cent of the other edible fats and oils, 19 per cent of the cheese, 12 per cent of the canned milk, 21 per cent of the canned fish, 14 per cent of the eggs, and 17 per cent of the dried beans and peas.

More and more as we invade areas controlled by our foes and liberate the inhabitants from Axis control we will have the responsibility of supplying them food. This has been true in Africa and Sicily and will continue on the continent of Europe. The food we furnish will not only enable the liberated people to engage in essential work and help to prevent the ravages of disease but will also act as a psychological weapon for the starving and enslaved people still under Axis control.

Civilian Foods Need Adjustment

After all of these war food needs are met it has been estimated that 75 per cent of the food produced in the United States in 1943 will be left for the civilian population. Now this is where each one of us enters into the picture. A large proportion of our population is engaged in war production activities which bring increased wages. With more money to spend, the



tendency is to rush out and buy to the limit all the goods that we were not able to purchase on lower incomes. Had not rationing and price control taken effect, all those who were not so favored with increased wages—millions of white collar workers, teachers, families on fixed incomes, as well as those whose primary wage earners are now in the war—would feel the effect of this competitive buying and would be left without their rightful needs. Rationing divides our limited supplies equally. Rationing is sharing, provided we all use our ration stamps fairly. Personal satisfactions influence our actions to a large degree. Habits are hard to change. But there is a war on. The time has come for each of us to place his needs second to the common need, which is worldwide in scope.

One thing is sure. Next to the United States armed forces, the essential requirements for the civilian population are considered of primary importance. Under no circumstances will the total food supply be divided so as to endanger our health. We may have to tighten our belts a little further and adjust to new food habits and conditions. Industrial workers may well feel that they are soldiers of equal value to the men at the front. All well and good—no one can deny that. There is still plenty of food to meet their health and nutrition needs but the situation may require readjustments as to the kinds of foods they eat. There will have to be substitutions of foods more plentiful and just as nourishing for those more scarce and more in demand.

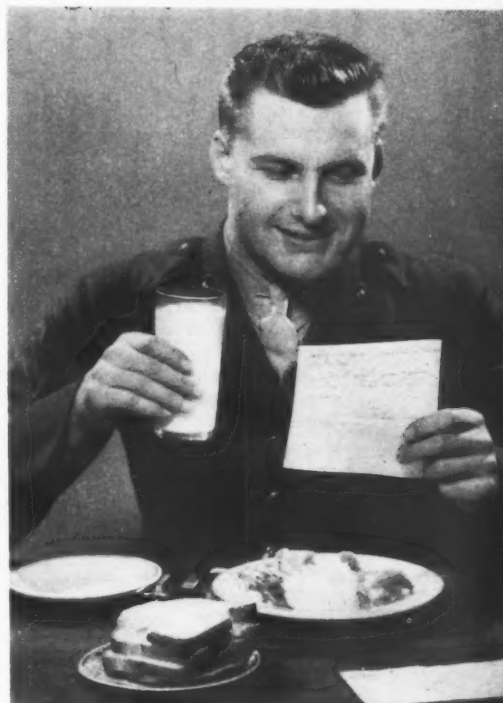
Another change will involve waste. It was estimated that 20 to 30 per cent of the food produced in the United States every year is lost or wasted. Much of this is unavoidable but much, also, can be prevented. This waste occurs not only in the home but also in restaurants and other eating places, on the farm, and in food distribution channels. If only one third of the annual waste in this country can be avoided it will be equivalent to adding between 6 and 8 per cent to our total food supply. Here is an opportunity in which every one may participate.

All Must Play a Part

To stimulate 100 per cent cooperation in this fight, the plan is to enlist every family in the community, every individual in the country, either directly or through group meetings.

Every American is to be asked to participate as follows:

1. **PRODUCE MORE FOOD:**—In this effort farm families may be able to do the most but everyone will be expected to help, through victory gardens, large and small, gardens in small towns and cities as well as on the farms. Food production goals must be met.
2. **CONSERVE FOOD:**—This too is a job for every consumer as well as for producers and manufacturers. Produce from Victory gardens must be used to the full; the garbage pail must be starved.
3. **PRESERVE FRESH FOOD:**—This part of the program has already been attacked with a will by the American housewife as well as by the commercial canner. Surplus crops must be preserved for future use. Waste must be avoided.
4. **SHARE:**—This is one of the best ways to make food fight for freedom. Sharing of food with our military forces and our allies, sharing through rationing, sharing of farm machinery, canning equipment, manpower—all of these will speed victory.
5. **EAT THE RIGHT FOODS:**—Eat every day at least one of each of the BASIC SEVEN food groups. Eat regularly. Here the housewife has a vital role since she plans the menus, cooks the food so as to conserve nutritive values, and serves it attractively. The plant dietitian and the concessionaire are likewise key people in this part of the program.
6. **SUBSTITUTE PLENTIFUL FOR SCARCE FOODS:**—Some of your favorite foods may be scarce but others may be found to take their place; food habits may have to be altered. In this part of the program it is essential that people



ACCORDING TO government report, the average service man eats daily approximately $5\frac{1}{4}$ pounds of food or at the rate of $1\frac{1}{2}$ civilian rations per day. Average food consumption for a civilian is $3\frac{3}{4}$ pounds per day.

be taught nutritive values so that they will know what to substitute for meat, for butter, and for other rationed foods.

7. **HELP KEEP FOOD COSTS DOWN:**—Pay no more than the top legal prices.
8. **PARTICIPATE IN COMMUNITY FOOD PROJECTS:**—Group action is more successful than that of a lone individual. Thus you are urged to organize for group action. The industrial plant makes an ideal unit for the promotion of the FOOD FIGHTS FOR FREEDOM campaign.
9. **PLACE THE WAR FIRST:**—Adjust to the changes which are bound to come. Sacrifice, do without, if necessary, to bring this war to a successful conclusion.

You in management have a big part to play, both directly and indirectly, in the FOOD FIGHTS FOR FREEDOM program. It is your job. The Nutrition in Industry Committee of the Connecticut War Council stands ready to give you assistance in your efforts to place the facts before your workers.

BUSINESS AND GOVERNMENT IN THE POSTWAR WORLD

By RALPH E. FLANDERS, *President, Jones & Lamson Machine Co., Springfield, Vermont.*

THE FOLLOWING ADDRESS was delivered by Mr. Flanders at a meeting, jointly sponsored by the Industrial Advertisers and Marketing Council and MAC, held at the Hartford Club last month. A "down-to-earth", practical-minded executive, with imagination to make his remarks interesting as well as authoritative, Mr. Flanders makes a worthy appraisal of the present and a sound forecast of future business relations with government that will add to every reader's understanding of the problem.

WE are still fighting this war. We know we are going to win. We know we can win most quickly and with the smallest loss of life to those of our families and acquaintances who are engaged in active warfare, if we do our part on the home front to the utmost of our ability. I believe I can assume that beyond question everyone here is doing his best in playing his part in the conduct of this war.

Even though this is so, it yet remains true that we have arrived at a stage in the war in which production is pretty well organized. There will be sudden changes in the demand for war materiel and those changes we will have to meet by sudden changes in the nature and rate of our output. Besides this, we are faced with the growing problem of manpower for production and manpower for the armed forces, and the serious task of balancing them. With all this, however, at our present stage we do have now an opportunity to look ahead and to plan ahead, and that opportunity we must use to the best advantage if we are not to lose in peace all that we have hoped to gain by winning the war.

In the first place, I would like to call your attention to certain conditions in the past twenty years which we must never allow ourselves to forget. The principal thing we must not forget is that in the period which ended in 1929 relationships between government and business were of the most satisfactory sort. Our national government was sympathetic to the business viewpoint, and while there was much discussion and some difference of opinion on the details of governmental policy relating to business, yet we look back to that period as one to which we would like to return, so far as those relationships are concerned.

Depression and Unemployment

There is one disconcerting fact, however, which we would like to forget, but which we must not allow ourselves to forget. That is that this long



RALPH E. FLANDERS

ALTHOUGH HIS FORMAL EDUCATION was cut short on graduation from high school by his desire to learn the machinists' trade, Mr. Flanders' brilliant accomplishments in the machine tool field, plus a well-earned prominence in local, state and national affairs, have won him eight honorary degrees from as many eastern universities and five medals, as well as a host of warm friends and admirers. A few of the more prominent posts he has held, past and present, include the chairmanship of the Machine Tool Industry Committee of the WPB; member of Business Advisory Council, Department of Commerce; past member of Industrial Advisory Board of the NRA, Advisory Board for the Subsistence Administration and member of Federal Committee on Apprenticeship of U. S. Department of Labor; OPM Administrator of Machine Tool Priorities from January to May, 1941; and past president of the New England Council. His more recent assignments include the chairmanship of the Research Committee for Economic Development and membership on the Board of Economic Stabilization under Judge Vinson and Justice Byrnes.

period of friendly relationship between government and business culminated in the worst depression we have ever known. The unforgettable lesson we are to draw from that is that the mere fact of sympathetic relationship is not enough. There is needed a new kind of wisdom and farsightedness and self-control which was lacking in those days, and which we must very greatly improve if the new period of sympathetic relationships to which we look forward is not again to end in disaster.

Following the crash in the fall of '29, we had a period of growing unemployment. We met it first by inaction, on the theory that the situation would right itself as it had eventually done in similar periods of deflation and unemployment. It did not right itself within the period of the friendly administration. A new administration pursued a new course. It applied in rapid succession a series of new controls to business, first with the assent of a considerable part of the business community under the NRA procedures, but later along lines which were not supported by any considerable body of opinion among our fellow industrialists and merchants, and which eventually pursued lines which resulted in dividing business and government into hostile camps.

As a result, we made the slowest recovery of any important industrial nation. We set up social ideals which were on the whole acceptable but which the administration found no means of meeting except by an ever-increasing expansion of the national debt; and finally the problem of full employment and high productivity was solved only by that most terrible of all expedients, a new world war.

Development in Other Countries

Let us next take a look at the relationships between government and business in other great industrial countries. Today in England, policies which seem extreme to us are discussed as acceptable and even desirable possibilities by both the Labor Party and the Conservatives, with objections

raised only by a diminishing middle-class liberalism. It is an accepted idea in England today that the railroads and the coal mines will be taken over by the Government. There is calm discussion of the probability that banks and insurance companies will likewise be taken over, and as we all know, the telephone, the telegraph, and the radio have for many years been governmental institutions. England is far along the road of national socialism and is going still farther.

In Canada, the movement is not so far advanced, but it is going in the same direction. Of the two great railway systems of Canada, one is in governmental control. The government has control likewise of one of the two competing telegraph companies. This situation has existed for some time. The new situation is that both of the old parties in Canada are moving rapidly to the left, impelled in that direction by the growing strength of a new radical party which is challenging their power. We have long looked hopefully to our neighbor on the north as a bulwark of private free enterprise and democratic freedom. How much longer can we look in that direction for that encouragement?

Tomorrow's World

Such is the world today in the nations allied with us which are making their major contributions to the war. What about the world of tomorrow? Particularly so far as Europe is concerned, the prospect looks even more dubious. It is easily conceivable that at the war's end the only popular government which can be formed in Germany will be a communistic one. The same may be true of Italy. It may even be true of France. In the Atlantic Charter the two governments of the United States and Great Britain announce it as their common principle to "respect the right of all peoples to choose the form of government under which they will live." In view of this statement, can we take any steps to prevent such an event? Ought we to in any case?

The result would be the extension of the political power of the Soviet Union over the

greater part of Europe, leaving (it may be hoped) a few little enclaves of liberal democracy to carry the torch of freedom—or of the Four Freedoms.

If and when that time comes, the surviving Nazis and Fascists will point to the event and say, "We told you so." The ghosts of the appeasers will rise from their graves and say, "We told you so." Victory will turn sour in our own mouths, unless we have foreseen such possibilities and discounted them in advance. Let's face it, now!

The chances are that Russia will not go out for military conquest. Her people have always been strong in defense, weak in offense. More important still, that country will wish to rebuild its peacetime industries and start again on its program of raising the living standard of its population.

Ideological Warfare

That country has, however, invented a method of conquest which is not, in its beginnings, military at all. She has devised that novel thing, ideological warfare. It is real warfare, too. It attempts to overthrow existing sovereignty and replace it with obedience to a Soviet authority. Those Communists in our country who shifted their views overnight when Germany invaded Russia were not loyal citizens of this Republic. They were obedient to a foreign power; and if at any time their numbers become so great that they can control the government, the United States, *ipso facto*, will cease to be a free and independent nation.

It can never seem anything but

calamitous to have to engage in military warfare, often as we have had to do so. But in this ideological war we can join with confidence and joy. We can be glad to fight it on our own ground, for the war will be waged by conquering involuntary unemployment and continuing our old progress toward a higher, more broadly distributed scale of living, in things both material and spiritual. In such a contest, communism has no chance. That war can and must be successfully waged in America.

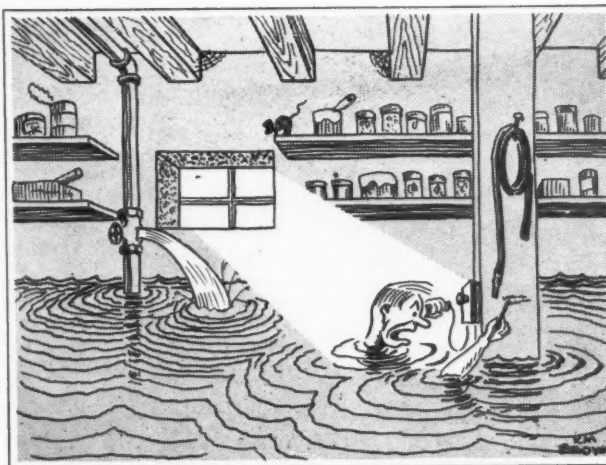
Looking at the rest of the world, then, we see a picture of drift or purposeful progress toward state socialism. In this country, a momentary picture is of movement in exactly the opposite direction. We find not merely Congress but the administration itself moving toward a more conservative attitude. This has been due in part to the discovery that business experience is necessary in carrying on an all-out war, but it is also due in part to a revulsion in feeling felt by large groups of our citizens against the multiplication of federal controls, and dissatisfaction with the results which have been accomplished by them. We are, therefore, moving against the current of the world. How long can we continue to do so? That is the great question.

Let us go back to the point made at the beginning that our troubles came upon us during a period in which there was mutual confidence between business and government. This should teach us that the simple fact of having that mutual confidence is not enough for safety. In addition to that we must develop such skill and experience in the relationships between business and government that the end results will be satisfactory to the great mass of the people of this country. Otherwise, those satisfactory relationships will not long endure, nor should we expect them to endure.

I do not propose here to set forth in detail the proper program for business in taking advantage of the new opportunities for service which for the moment are opened up to us. This program is com-

BOTTLENECKS

—By Brown



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posed of a large number of elements, each one of which demands careful study. It does seem possible at this time, nevertheless, to sketch a few broad outlines which we must keep in sight if we are to be successful.

One of these broad requirements is that business shall be willing and able to return to its old function of taking risks. Taking risks means taking losses as well as making profits. It means starting undertakings from which profit can be reasonably hoped for, but from which profits are not assured. So far as the willingness is concerned, this lies wholly within the decision of business itself. The most disturbing fact in our recent history has been the evidence of a decreasing willingness of business to take risk. It is not only the common citizen who has been playing for safety and security. Business has been going too much in the same direction and, as has been previously said, this concentration on safety has gone so far in England that the majority opinion of that country, both in high circles and in the ranks of the workers, is focused on security as the great end and aim of business and political activity. That idea we must give up on this side of the water if we wish to retain the principles of freedom and initiative.

Yet as we well know, we must not merely be willing to run risks, we must be able to do so with some hope of success. Here we run directly counter

to the laws under which we are now living, with the federal tax laws as the principal obstacle. These are now so set up that for the risk-taker the losses are his own, the profits belong to the government. The unfortunate effects of this situation can scarcely be exaggerated. This is one of the policies of federal government which must be reviewed and revised. The problem is made all the more difficult by the fact that both in the war period and in the post-war period enormous taxes will have to be raised to support and service the extraordinary expenses brought on us by the war. Some solution can and must be found which will both offer reward to the risk-taker, and return to the federal government its necessary income. The answer cannot be lightly given. It can only be given after study and deep thought.

Risk vs. Security

A major question arises in connection with this matter of risk and initiative versus security. All the nations of the earth, our own included, have set up standards of security for the individual which have never before been attained and which will, even on a contributory basis, require large federal expenditures to establish and maintain. What should be our attitude toward this problem? When we seek to return business practice to the old-fashioned risk-taking procedure, shall we also demand that the ordinary man

assume as an individual the risks which he faces?

I am not sure that my own answer to this question will meet with the approval of all of you. I propose to present it for your consideration. It is my belief, first, that it is politically impossible to demand that those living in humble economic status should run risks to the extent that we ask of business leadership. It is not a question of what is theoretically right or what is morally desirable. It is a question of political possibility or impossibility, and I believe we have every reason to conclude that ultimately our fortunes and our lives are ruled by political considerations.

Personally, I would go further than this. I would say that the development of a highly industrialized society increases rather than decreases the risks which have to be assumed by the ordinary citizen. When the nation was largely agricultural and when the individual man could assure himself of food, clothing, and shelter by his own unaided efforts, the only risk he ran over which he had no control was that of the weather. Now his fortunes are determined by innumerable things over which he has no control. His fortunes are determined by the expansion and contraction of credit, by the policies of foreign countries which expand or contract the markets for the products he is manufacturing or the raw materials he is extracting or which he needs. The prosperity of one line of business depends on the prosperity of other lines remote perhaps in location and subject to entirely different influences. Our highly industrialized civilization can and does result in a higher standard of living for the common man, but it also subjects him to risks beyond those which he was called upon to endure in a simpler society. For this reason, I feel that it is right, so far as it can be done, to insure the common man against the disasters which are inherent in the economic system under which we live and over which he has no control.

Furthermore, I believe that if we set up this security as a *floor*, assuring a minimum of the necessities of life, there will still remain such an area for individual ambition and desire for a better living that the stimulus to increased personal effort will not be destroyed. With proper education, in fact, the opposite result may well appear. With his floor of subsistence assured, the individual man, particu-

(Continued on page 30)



THE QUESTION OF EQUALITY OF FREIGHT RATES

Remarks of N. W. FORD, *Traffic Manager, Manufacturers' Association of Connecticut*, at the 72nd Quarterly Meeting of the New England Council, Boston, Massachusetts—September 10, 1943.

IN seeking to bring about a downward revision of freight rates, both within the South and from the South to the North, the Governors of the Southern States, aided and abetted by the Southern delegation in Congress, and persons in high places in Washington, adopted the phrase "Equality of Opportunity" as their slogan. We in the North contend that the South does not seek equality but advantage and, furthermore, that it is "discrimination conscious".

As most of you know, the great mass of freight rates designed to provide a charge for the movement of any given article in any quantity between any two points in the country are of two general types known as "class" and "commodity" rates. With very few exceptions, commodity rates are lower than class rates, and are applicable particularly on low-grade heavy moving commodities. These rates are established by the carriers to permit the widest possible distribution of traffic and also in recognition of competitive conditions. The remainder of the traffic moves on class rates.

Every conceivable article that might be offered for transportation has been assigned to one of several classes. In determining the proper classification rating to apply to any article, consideration is given to various transportation characteristics such as weight, bulk, value, cost of handling and

susceptibility to damage and pilfering.

The country is divided into three major classification territories, which for the purpose of this discussion may be referred to as north, south and west, and the classification ratings assigned to the same article in the three territories are not uniform. Furthermore, the class rates, which are used in conjunction with the classification ratings to determine the charge for moving freight between any two points, are not uniformly related to the first class rates in the respective territories. For example, the fifth class rate in official or northern territory is 35% of first class whereas fifth class is 45% of first class in the south and 37½% of first class in the west. All of the class rates in the territory under consideration, that is east of the Rocky Mountains, have been prescribed by the Interstate Commerce Commission and are based on mileage. The interterritorial rates between any two regions are blended to reflect the rate structure for the portion of the haul within each of the territories.

Now, with this as a background, it will be appreciated that no precise comparative analysis of the rates in the respective territories may be made. This is emphasized by the fact that the character or composition of the traffic in the north and south differs widely.

You have probably heard the un-

qualified statement on the part of southern interests to the effect that rates in the south are 38% higher than within the north. Of course this is a misstatement and is based upon a comparison of the first class rate scales applicable within the north and south for the various mileage blocks. The fact that less than 2% of the total less-than-carload and none of the carload traffic moving within the south is subject to the first class rates demonstrates that this statement should be given but little weight.

Not being highly industrialized, the bulk of the movement, both within the south and from the south to the north, is composed of raw materials and semi-finished goods, such as coke, pig iron, fertilizers, phosphate rock, lumber, logs and bricks. The southern rate level applicable on all of these commodities is generally lower on a mile-for-mile basis than within the north. This is a good example of the extent to which the southern railroads have fostered the growth and development of industry in the southern states.

As an indication of the relative unimportance of class rate traffic in the south, it might be mentioned that only 14% of all less-than-carload traffic moves on classes 1, 2 and 3, which are the principal less-than-carload classes, whereas approximately 45% of all less-than-carload traffic moves on these same classes within the north. Over

Mr. C. E. Widell, who represented the Southern States' Industrial Council in the recent Class Rate Investigation said, in his brief filed within the past month: "Uniformity as sought in these proceedings should have something more to commend it than the uncertain terms in which the idea has been presented here by its advocates. No two are in agreement, and even in

Dr. Ford Edwards, the Interstate Commerce Commission's principal statistician, concluded from his studies, which were introduced as evidence in this proceeding, that the general average level of all rates in Official Territory is lower than the general average level of all rates in Southern Territory by less than 3%.

There are now pending before Congress a dozen or fifteen bills which have for their purpose the application of a uniform level of rates throughout the country. Unless such a rate structure was manipulated to compel shippers in northern territory to pay higher rates than could be justified under any

(Continued on page 26)

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"UTILITY LOADER" NEW WAR WEAPON FOR FREIGHT CAR SHIPPERS

By E. S. EVANS, *President, Evans Products Company, Detroit, Michigan*

Editor's Note: Col. E. S. Evans, Detroit industrialist, is nationally known as a developer of original ideas and products. He is probably best known for his many contributions in solving freight loading problems and is recognized as the leading national authority in that field. During the first World War he was in charge of all overseas loading for the Quartermaster Corps. He has saved shippers, receivers and railroads nearly \$500,000,000 in the shipment of automobiles alone through use of the Evans Auto-Loader which revolutionized the freight shipment of motor cars. His latest contribution is the Utility Loader which is installed as permanent equipment in box cars, and which is now being used by an increasing number of shippers of war materials.

NEVER before in the history of our country has transportation been called upon to perform such a Herculean task. Likewise, the task imposed upon shippers and the problems they face, along with the carriers, are tremendous. In the development of the Utility Loader we have been able to solve some of the most important problems in the freight transportation field.

Transportation is a weapon of war—just as much as tanks, guns and planes. And so is the Utility Loader which, in this critical period of transportation, will aid the railroads and shippers in solving the problems of moving war and civilian goods with maximum efficiency.

The Utility Loader which made its first load in actual revenue service about three years ago, is designed to provide the greatest possible safety, simplicity and economy in loading any and all types of merchandise in box cars.

A car equipped with the device is adaptable to every kind of load regardless of size, weight or shape. The easy placements of "decks" permits double loading of fragile or perishable commodities, thus increasing the value of the car two-fold.

The loader permits heavier loading of cars (which is now demanded by ODT) and it eliminates the use of costly dunnage and labor for installing same. In 200 loads carried to date in Utility Loader cars, not one cent of damage to lading has been reported.

For the purpose of proving the practicability of the Utility Loader we selected the most difficult loads—"problem children"—those that have

been the principal "offenders", especially from the viewpoint of damage in transit. These included enameled stoves, storage batteries, sheet metal parts, refrigerators, automobile fenders and doors, storage batteries, glass and tin contained goods, bakery products, 1800 lb. gas boilers, airplane parts, glassware, earthenware, packaged rice, linoleum, farm implements, transformers, etc.

The increased payload ranged from 20 to 200 percent and as a whole averaged 33 percent more with a mean saving of \$65.50 per carload to the shipper through elimination of

damage, dunnage, (including labor and freight on dunnage).

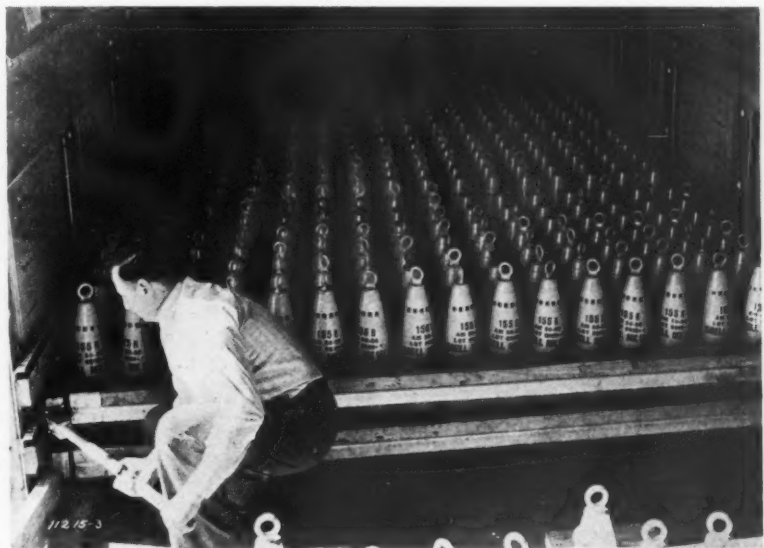
Enameled stoves have always been particularly trying to shipper and receiver as well as to the railroads. It is significant that such shipments made in Utility Loader cars, some of which traveled from the midwest to the Pacific coast, came through in each instance without damage to the load.

Actual case histories have been kept on all loads made and the record discloses an amazing performance when contrasted with the histories of similar loads made in ordinary box cars.

There is no deepseated mystery about the Utility Loader. It is merely the application of scientific loading theories whereby the common box car is thoroughly modernized in such a manner that the ordinary hazards of shipping have been removed.

The Utility Loader might quite readily be called a unit car because it can be divided into as many units as desired, each unit being locked firmly in position independent of each other unit. It consists of specially designed permanent vertical members, secured

(Continued on page 34)



A WORKER locks the cross member in place, making rigid a load of 155 mm. shells carried in a car equipped with the Utility Loader at one of the U. S. Army Ordnance plants.

CARBON MONOXIDE POISONING

By CRIT PHARRIS, M.D., former *Industrial Hygiene Physician*, Bureau of Industrial Hygiene, State Department of Health, Hartford

CARBON MONOXIDE poisoning is one of the most common causes of death. Furthermore the crippling effects are responsible for a far greater amount of human suffering, loss of earning power, and other related wastes, than is generally recognized. Carbon monoxide poisoning is another hazard which threatens industrial production and may constitute a definite challenge to control forces.

Carbon monoxide is a product of incomplete combustion and may be found in varying amounts in the plant, the home and anywhere that fuels such as coal, coal gas, wood, fuel oils, etc., are used.

Individuals working under ordinary conditions usually can tolerate 100 parts of carbon monoxide per million parts of air indefinitely. They also can stand exposures of 400-500 parts for one hour without appreciable effects. Concentrations of 600 to 700 parts per million produce some appreciable effects after one hour while 1000 to 1200 parts will cause unpleasant but not dangerous disorders. Exposures to 1500 or 2000 parts of carbon monoxide for one hour will cause dangerous effects while exposures to 4000 or more will prove fatal in less than one hour.

These exposure values were worked

Exposure to carbon monoxide gas, one of the most common poisons and death-dealing agents both on and off the job, represents a potential threat to the war output of millions of workers. The effects of consistent exposure to the gas in excess of 100 parts per million parts of air will range from headache and drowsiness to death, depending on the concentration, says Dr. Pharris. In this article, seventh in a series on industrial health appearing in *CONNECTICUT INDUSTRY* during the past year, Dr. Pharris covers the subject in his usual thorough and scholarly manner.

out by Henderson and Haggard* and reported in 1921. They still are generally accepted although, they are subject to variations, depending upon the amount of physical exertion of the exposed workers and their degrees of resistance to carbon monoxide poisoning. Another way of expressing the severity of symptoms is in terms of the per cent of hemoglobin in combination with carbon monoxide. The tabulation

* Henderson and Haggard—"Noxious Gases" monograph series No. 35. 927. The Chemical Catalog Co., New York.

on the opposite page by Henderson and Haggard shows the percentage saturation of the blood and the corresponding physiological effects.

It is not within the province of this discussion to deal with the various gradations of symptoms but those given below may be considered as typical. Group 1 includes the symptoms usually found in people exposed to carbon monoxide in concentrations which will not produce more pronounced physiological effects than syncope or fainting, and usually not accompanied by more than 40 to 50 per cent hemoglobin in combination with carbon monoxide. Symptoms listed in Group 2 are found in people with blood saturations of 60 per cent or more.

Group 1

Tightness across forehead, dilatation of cutaneous vessels, headache, throbbing in temples, weariness, weakness, dizziness, nausea, vomiting, loss of strength, increased pulse and respiratory rates, collapse.

Group 2

Increased pulse and respiratory rates, fall of blood pressure, loss of muscular control, loss of reflexes, coma (usually with intermittent convulsions, slowing of pulse and respiration), cessation of respiration, death.

Diagnosis

The diagnosis of carbon monoxide poisoning is based upon history of exposure, symptoms and physical and laboratory findings. Since these are medical procedures they will not be discussed in detail. It is desirable to describe one test, however, which is simple and reliable, even in the mildest cases. Reference is made to the pyrotannic acid method of determining the carbon monoxide saturation of the blood. The technique consists of mixing a drop or two of blood with a mixture of pyrogallol and tannic acids. Normal blood will be turned a light



(Left) Effective control of carbon monoxide in a garage by means of underground exhaust system and flexible exhaust pipe connections.

gray-brown color in the mixture, whereas blood containing carbon monoxide will be given a red color, the intensity of which corresponds to the degree of blood saturation with carbon monoxide. This percentage is determined by matching the color produced in the test tube with permanent color standards that range from 0 to 100 per cent saturation.

The pyrotannic acid test can be made at the site of the trouble in a minute or two. The test should be made on all cases presenting mild symptoms of carbon monoxide poisoning, and on these cases the test is the most reliable one available. Workers with exposures to unknown concentrations of carbon monoxide presenting mild symptoms such as headache, weakness, dizziness, etc., should be examined in this way. If the test is positive, no doubt will remain that the symptoms are due, at least in part, to carbon monoxide, but, if negative results are obtained, carbon monoxide as a cause of the illness can be ruled out.

Detection of Carbon Monoxide

Atmospheric determinations of carbon monoxide should be made in connection with all potential or actual exposures. There are various procedures for making such analyses, of which the Hopcalite method is most suitable. These analyses involve painstaking procedures which should be left to people trained to make them. With the exception of exaggerated cases, no diagnosis of carbon monoxide poisoning and identification of its source, should be considered complete without atmospheric determinations. Such studies also are essential in evaluating the effectiveness of steps taken to eliminate the hazard.

Industrial Sources

The specific sources of carbon monoxide in industry are numerous and may be found under extremely unusual circumstances, as in one case of accidental contamination of air supplied to sandblasters, or in connection with the very common use of furnaces, ovens, etc. To name all the sources of carbon monoxide hazards in industry would require more space than is allotted to this discussion. However, some of the most common ones are: blast furnaces, foundries, manufacture of tin and enamel ware, electric light and power plants, garages, railroad engine shops, mining, tunnel construction, numerous chemical processes (distillation processes, etc.) brick and tile kilns.

Percent Hemoglobin in combination with carbon monoxide

10 per cent	No appreciable effects except shortness of breath on vigorous muscular effort.
20 per cent	No appreciable effects in most cases except short wind even on moderate exertion; slight headache in some cases.
30 per cent	Decided headache; irritable; easily fatigued; judgment disturbed.
40-50 per cent	Headache, confusion, collapse and fainting on exertion.
60-70 per cent	Unconsciousness; respiratory failure and death if exposure is long continued.
80 per cent	Rapidly fatal.
over 80 per cent	Immediately fatal.

These examples were not given in the order of their relative importance neither were the specific sources of carbon monoxide named. Identification of all the sources of this gas in many industries necessitates intimate knowledge of the processes involved and scientific analyses of the surrounding atmosphere.

Non-Industrial Sources

Non-industrial sources of carbon monoxide seem to constitute a greater problem than industrial exposures. This statement is particularly appropriate if all of the suicidal and accidental cases of poisoning are taken into consideration. The popularity of carbon monoxide as a weapon of self-destruction has mounted steadily for the past five or six decades, and during the past few years this form of suicide has headed the list. Accidental carbon monoxide deaths in homes usually are due to heating facilities which generate the gas and the universal absence of alarming or painful effects. Stoves using coal, charcoal, fuel oil and wood oftentimes are improperly designed, or assembled, and frequently in rooms not adequately ventilated. The results of such exposures depend upon the concentration of carbon monoxide and the duration of exposure. The effects range all the way from mild symptoms such as headache, drowsiness, etc. to death.

The family car still is one of the most dangerous sources of carbon monoxide poisoning. The car menace from now on until the war ends probably will not keep pace with previous years, but the home heating hazards promise to exceed recent experiences. With the markedly over-crowded living quarters and restrictions on fuel oil, many people will become exposed to carbon monoxide in varying concentrations due to defective heating units.

Physiological Effects

The proficiency of the workers now being employed is not up to that for more normal industrial periods. These deficiencies are due to a variety of conditions, including inexperience and physical defects. If any considerable proportion of the workers are consistently exposed to carbon monoxide in excess of 100 parts per million parts of air, the effects will be proportional to the degree of their exposure. So, in considering the various physical defects and other shortcomings of industrial workers it is well to bear in mind that exposure to carbon monoxide, particularly during the home heating season, may be an important factor.

Nature of Carbon Monoxide Poisoning

Carbon monoxide poisoning is not a poisoning in some general sense as is produced by lead, mercury and other toxic materials which cause specific injury to the tissues of the body. Carbon monoxide combines with hemoglobin in the red blood cells and prevents the normal absorption of oxygen. The affinity of carbon monoxide for hemoglobin is about 300 times that of oxygen. When the blood saturation exceeds ten per cent, symptoms will appear and in degrees of severity which increase as the saturation becomes more complete. When the saturation reaches sixty per cent death is likely to occur, and certainly after eighty per cent saturation is reached. The effects of carbon monoxide absorption are due entirely to oxygen depletion and the resulting damage to the tissues of the body.

Carbon monoxide poisoning is generally considered to be acute in nature but some writers insist that chronic poisoning occurs. A majority of the

(Continued on page 32)

NEWS FORUM

This department includes digested news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

E. H. DAVIS, statistician for the Scovill Manufacturing Company, Waterbury, has just been given a 25 year award recognition by the company. At Scovill, Mr. Davis took charge of statistics in the Research Department when he began his duties with the company in 1918. Later he moved to Factory Accounting, then was transferred to the General Manager's office where he handled the company's insurance, non-departmental statistical reports, historical data and the preparation of manuals of instruction for foremen and department heads.

He is a graduate of Massachusetts Institute of Technology, 1900, worked for the Municipal Statistics Department of the city of Boston; then he did postgraduate work at Columbia; taught economics at Purdue University where he became Registrar for that institution for a period of 15 years.

In 1935 he was loaned to the Industrial Committee of the Connecticut Tercentenary Committee as a field agent responsible for co-ordinating the work of the exposition manager. Much of the credit for the excellent quality of this exposition is due in large measure to his efforts.

In 1941-1942 he also collaborated in the organization of Connecticut Civilian Air Raid Defense System.

HARTFORD CHAPTER, National Association of Cost Accountants, announces the following program for 1943-44:

October 19, "War Contract Terminations", Mr. Stanley Teele, War Production Board, Washington, D. C.

November 16, "Payroll Accounting", Mr. Morris Klein, Veeder-Root, Inc., Hartford, Conn.

December 14, "Income Tax Problems", Mr. Herbert F. Kelton, Assistant Treasurer, United States Rubber Co., New York City.

January 18, "Budgeting for the Transition Period", Mr. Stanley Bronner, Bridgeport Brass Co., Bridgeport, Conn.

February 15, "The Development of Cost Accounting in the United States", Dr. Lawrence J. Ackerman, Dean, School of Business Administration, University of Connecticut, Storrs, Conn.

March 21, "Industrial Training as Related to Costs", Mr. Carl Gray, President, The Gray Mfg. Co., Hartford, Conn.

April 18, "Statistical Controls for Business", Professor Theodore H. Brown, Graduate School of Business Administration, Harvard University, Cambridge, Mass.

TIME LOST because of strikes and work stoppages in Connecticut plants totaled only 4,751 man days in the period July 1, 1942, to June 30, 1943, according to a report just issued by the State Board of Mediation and Arbitration.

Only 4,739 workers were involved in this loss of time resulting from only 25 strikes and two work stoppages, the report explained.

In plants engaged in war work the longest strike in a non-defense plant covered 400 workers, it was said. The longest strike in a non-defense plant lasted only 12 days and covered only 14 workers.

The board declared that in view of the limited effect of these disturbances "the 25 strikes and two work stoppages fade into insignificance upon analysis."

Uninterrupted production of war materials has been maintained, the board asserted, in pointing out that the excellent record in the labor field during the past year means "the men and women on the fighting fronts all over the world have not been let down by the men and women on the production fronts here in Connecticut."

During the year ended June 30, last, a total of 226 labor grievances were handled by the board.

Of these, 20 cases were withdrawn without definite action; 42 were taken over by federal agencies, one was settled between the employer and the union without direct action by the board; acceptable adjustments were reached in 159 cases; three cases were in the process of adjustment, and in only one case was the board unable to bring about an agreement.

The record made during the past year was described as unusual by the board which emphasized the need for uninterrupted production in all war plants. In view of this need, the board said, its agents have been instructed to

GOOD IDEAS SELDOM POP

. . . into the head at the last minute, when they must be put into action immediately. Sound packaging ideas are no exception.

In looking toward the future, the Robertson Gang likes to choose and weigh ideas—play along with them—let them simmer in thought.

We're doing that now for customers. May we do it for you?

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operate in such a manner that parties in dispute may lose a minimum of time from their all important task of full contribution to the war effort.

In noting that in almost every instance a settlement was reached without a strike or even the threat of a strike, the board said it is impossible to compute in dollars and cents the amount saved to workers, employers and government by satisfactory settlement of labor troubles.

However, the board declared, more than 53,000 workers were kept on their jobs, thereby saving to them and other workers indirectly involved many millions of dollars in wages. Dollar losses in production running to many millions would have resulted had work been stopped while employers and employees fought out their difference in the traditional manner.

★ ★ ★

FRANCIS S. MURPHY, general manager of The Hartford Times and chairman of the aviation committee of the Connecticut Development Commission, in an address before the Bridgeport Rotary Club, said New England and Connecticut in particular has great possibilities for development as a transoceanic air terminal in the postwar world. He revealed that representatives of Dutch airlines will visit Bradley Field, Windsor Locks, in October to decide whether that field can serve as their transoceanic air terminus after the war.

★ ★ ★

THOMAS PARKE of Prospect has been named industrial relations director of Ingersoll Division, Waterbury Clock Company. He succeeds Hillman O. Fallon who resigned to take a position with an industrial corporation in Pennsylvania.

★ ★ ★

JOHN L. LAYCOCK of Aralac Corporation has been chosen general chairman of Norwich Planning Council of the Chamber of Commerce, which is engaged in a study of postwar planning. Those who will serve with Mr. Laycock follow: Gerald A. Cleary, Harold C. Dahl, Charles O. Duevel, Jr., Grosvenor Ely, Paul W. Franklin, William B. Halstead, Judge Edward G. Moran, William G. Park and Earnest A. Zcahae.

OUR PRODUCTION HAS REACHED NEW PEAKS*



Says
Earle M. Scott
President
**SCOTT AVIATION
CORPORATION**

Thanks to Coordination of...

- PRODUCTION CONTROL
- COST PLANNING
- WAGE INCENTIVES
- SCHEDULING

Like so many plants today, the Scott Aviation Corporation experienced the "growing pains" of rapid expansion—expansion to meet wartime demands.

Cooperating with Scott engineers, and without disrupting plant routine, Plocar engineers analyzed existing management methods in their relationship to enlarged

production schedules. *A solution was readily found.* In a relatively short time a new program was put into effect, comprising production control, wage incentives, cost planning and scheduling.

Similar cooperation—plant engineers with the Plocar staff—is available to plants faced with management problems. Write,



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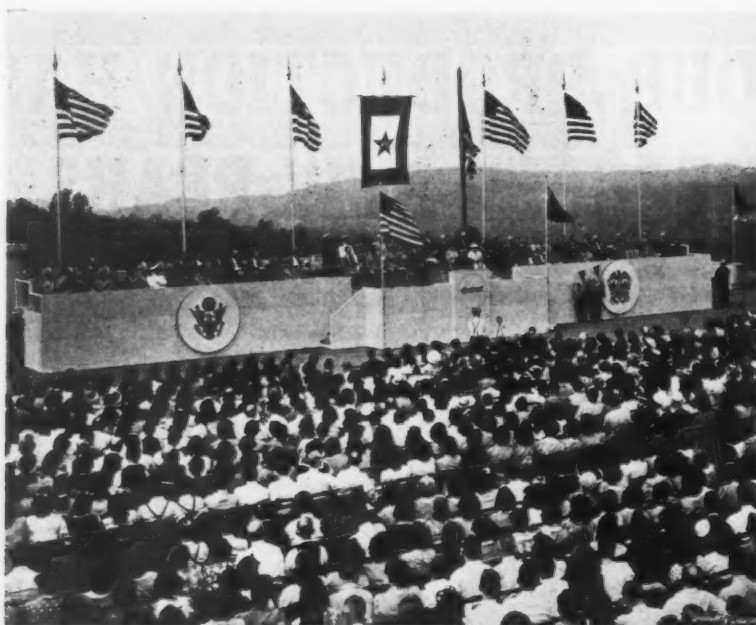
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Boston, Mass.

in cooperation
with

PLOCAR ENGINEERS



SPEAKERS' AND GUEST STAND at ceremonies marking presentation of the Army-Navy "E" to the Middlebury plant of Waterbury Clock Company. Lt. Comdr. Gessford presenting the "E" pins.

WITH THE GREEN HILLS of suburban Waterbury and adjoining Middlebury as a back-drop and with high ranking officers of America's allies in attendance, the "E" pennant of the Army and Navy, highest award for home front achievement in the production of materials for our fighting forces, was recently raised above the Middlebury Plant of the Waterbury Clock Company, peacetime manufacturers of Ingersoll watches. More than 6,000 of the personnel of the com-

pany's two great factories witnessed the event

In accepting the prize for the 86-year-old company, of which he became president a little more than a year ago. Mr. J. Lehmkuhl promised Army and Navy authorities the magnitude of the company's industrial output, "will be steadily increased" through the teamwork of management and labor. He received the flag from Brig. Gen. Burton O. Lewis who represented Under Secretary of War Robert Patterson.

The General, a West Pointer, veteran of the first World War, and now serving as Assistant to the Chief of Ordnance, was introduced by John B. Kennedy, noted radio and news commentator who presided as Master of Ceremonies.

Lt. Comdr. Gessford, former spy-chaser for the U. S. Secret Service, appearing for Under Secretary of the Navy James E. Forrestal, presented token "E" pins to President Lehmkuhl and six employees, four of whom have service records ranging from 38 to 58 years.

★ ★ ★

C. E. FOLEY, director of publicity, Bridgeport Chapter of the National Association of Cost Accountants, announces the following program for 1943-44:

October 21, C. J. Uhlir, director of industrial relations, National Metal Trades Association, subject, "Job Rating as a Basis for Wage Incentives."

November 18, William F. Connelley, tax assessor for Bridgeport, "Taxes."

December 16, Lt. Elmer F. Dow, chief of cost Analysis Division, Army Ordnance Department, Springfield, Mass., "Renegotiation of War Contracts."

January 20, Stanley J. Bronner, treasurer's staff, Bridgeport Brass Company, "Budgeting for the Transition Period."

February 17, Dr. Charles Reitell, partner, Stevenson, Jordan and Harrison, Inc., New York, "Standard Costs."

March 16, Dr. Edward H. Davis, economist, Scovill Manufacturing Co.,

ENGINEERING & DRAFTING FOR PRODUCTION OF

WAR GOODS

LET US HELP YOU SPEED PRODUCTION

WESTCOTT & MAPES, INC., NEW
HAVEN

Waterbury, "Cost Problems in a Post War Economy."

April 20, E. M. Douglas, director of Sales Promotion, International Business Machines Corporation, "Maintaining an Organization under War Time Conditions."

May 18, Col. John H. Gilbert, treasurer, Chase Brass and Copper Co., Waterbury, "A Review of This Year's Legislation of Special Interest to Cost Accountants."

★ ★ ★

JAMES A. HENDLEY, superintendent of the web manufacturing division, Russell Mfg. Co., Middletown, was honored recently at ceremonies in the Russell plant when he was awarded the Army Ordnance Citation for outstanding industrial contribution to the war effort.

The award to Mr. Hendley came as a result of his success in adapting methods of weaving used in the manufacture of .30 calibre machine gun belts and subsequent applications to the .50 calibre machine gun belt thereby replacing for many uses the metallic links which formerly had been considered the only practical method of feeding the gun.



JAMES A. HENDLEY

In the new design, metal was eliminated with an estimated savings of approximately 62,340,000 pounds of steel, enough for 15 submarines or five destroyers and in addition released machine tools and factory facilities to other war production.

Weight of the fabric belt is approximately one-sixth that of the metal link belt. The standard length is increased, giving 10 per cent additional firepower through compact construction and the monetary saving to the government is 38.8 per cent. Other claimed advantages under certain operating conditions are ease of loading, longer gun life and ability to reload.

A DIVIDEND of \$1.50 per share on the capital stock of The Southern New England Telephone Company for the third quarter of 1943 was declared by the directors of the company at a meeting held recently. The dividend is payable on Friday, October 15, 1943, to stockholders of record at the close of business on September 30.

★ ★ ★

LABOR STABILIZATION agreements have resulted in a sharp diminution in labor turnover throughout the state according to a report by War Manpower Director William J. Fitzgerald following a survey of 18 field offices of the United States Employment Service.

Shortages of "heavy" labor continue to be critical in some areas with manufacturers reporting a threat to increased production by their inability to procure men. The influx of teachers and students to the labor market during the summer months helped to relieve labor shortages in many areas and the increasing use of part-time workers has also contributed to production.

Full utilization of labor, reduction of turnover and elimination of unnecessary absenteeism remain the three major problems to be solved. To accomplish this, cooperation from employers, employees and the Manpower Commission will be required.

★ ★ ★

HERMON J. WELLS of Hamden was recently appointed vice-president of the New Haven railroad and general counsel in charge of the law and finance departments. Mr. Wells has been assistant general counsel for the past six years. He succeeds W. W. Meyer, who has been placed on the retired list at his own request, following an extended illness.

★ ★ ★

CHARLES ENNIS, 16, son of Mr. and Mrs. William Ennis of Shelton died recently in the Englewood Hospital of what was diagnosed as infantile paralysis. The boy's father is Connecticut director of the United States Employment Service and area director of the War Manpower Commission.

★ ★ ★

LOCAL INDUSTRIES, INC. of Lakeville recently acquired a sub-contract granted by Landers, Frary and Clark of New Britain involving the assembling of thermos bottles. The

ALLEN



*From Production Line
to Firing Line
they hold with a grip
that never lets go!*

All the way from production machines to battle machines—there's the line of duty of the ALLEN Line. "Allens" hold together machine tool assemblies and the weapons these tools produce; they keep mechanisms solidly intact on production line and firing line.

The entire Allen battle line—"pressur-formd" Cap Screws, the original cold-drawn Hollow Set Screws, socketed Flat Head Cap Screws and Pipe Plugs, *Tru-Ground* Shoulder Screws and Dowel Pins — is dedicated and qualified to hold all gains in machine and arms development.

Order through your local Allen distributor—the man who gets the goods to the limit of the supply.

THE ALLEN MFG. COMPANY
HARTFORD, CONNECTICUT, U.S.A.

... AND NOW GRAY

Zerol Bevel Gears up to 16" diameter
to meet transmission requirements

*Zerol Bevel Gears are noted for their
smooth, quiet operation and rugged strength.*



"GRAY" has long been a familiar name on Telephone Pay Stations, Recording Machines and quality metal spinings (see advertisement page 22 of this issue). And during the war Gray has produced many electrical and mechanical devices and apparatus essential to the armed forces. Now the Gray manufacturing Company has installed the very latest gear cutting equipment and is prepared to fill your requirements for Zerol Bevel Gears up to 16" in diameter.

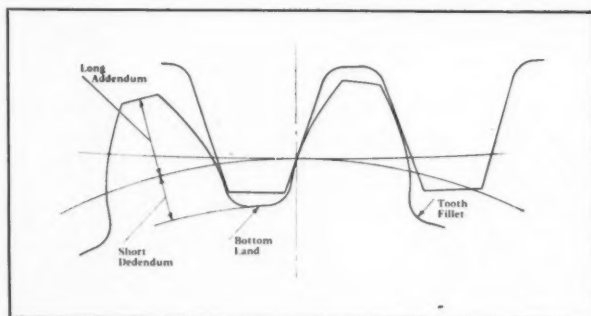
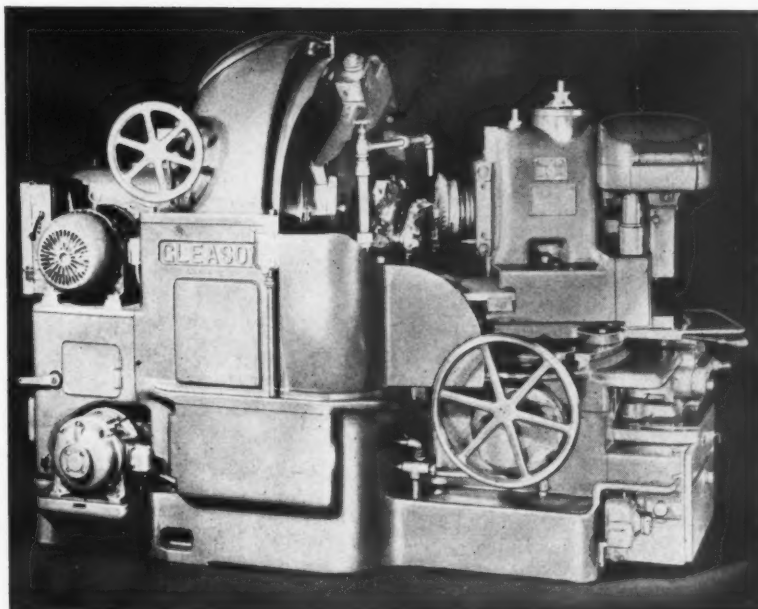
Zerol gears are curve-tooth bevel gears with zero-degree spiral angle. They combine the localized tooth contact of spiral bevel gears with the low thrust loads of straight bevel

gears. Localized tooth contact results in smoothness, quietness and strength even under extremely heavy loads. For these reasons, Zerol gears are replacing straight bevel gears in many applications where thrust limitations prevent the use of spiral bevel gears.

NO INWARD AXIAL THRUST: Like straight bevel gears, Zerol gears have the advantage of no inward axial thrust under any conditions. In fact, with zero-degree spiral angle, the thrust loads are the same as for equivalent straight bevel gears with the result that Zerol gears can be substituted for straight bevel gears without change in thrust bearings.

OFFERS GEARS!

This is the Gleason No. 16 Hypoid Generator which is used by Gray to cut Zerol Bevel Gears. Several important features are incorporated in this machine, including an improved type of cutter cradle mounted on roller bearings, reversing and indexing mechanisms free from noise and vibration, straight line movement of the work into the cutter, and other modern improvements. The machine produces a more desirable tooth bearing and finish on the work than could be obtained on any previous machines.



TOOTH PROPORTIONS: Zerol gears, like other bevel gears, are designed with long and short addendum tooth proportions for smooth, quiet operation, and with large fillet radii for maximum strength.

If your requirements call for gears of this type, we will be glad to give you the benefit of our experience and the use of our excellent gear cutting equipment. An inquiry will permit us to determine whether we can be of help. Write or telephone Mr. Froelich, our Production Manager, at the address below.

THE GRAY MANUFACTURING COMPANY

W. E. Ditmars
President



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New York Office, 230 Park Ave., New York City, Murray Hill 3-9772

all-out effort of industry requires so many workers to carry their lunch that there is an acute shortage of thermos bottles. The firm has taken on added space and will require a force of about thirty girls.

★ ★ ★

BURTON M. RYON recently took possession of Russell F. Jackson's oil business in Durham and will operate it under the name of the Ryon Oil Co. The plant contains fuel storage tanks of a capacity of 11,000 gallons. Mr. Ryon has been with C. B. Stone, Inc., for the past 14 years and has a thorough knowledge of the oil business.

★ ★ ★

MRS. MARY M. DEWEY, WMC director for the Waterbury area, recently met with four labor leaders and four management representatives to constitute the new WMC committee in Torrington.

Representing labor are: Joseph Fritch, recording secretary of the Carpenters' Union 216 and Manuel Bequillard, president and business agent of the Plumbers' and Steamfitters' Union, 312, both representing the A. F. of L.; Thomas A. Gangri, international representative of the C.I.O. and Henry J. Sawaska, chairman of trustees of the local U. E. 247.

Management is represented by Arthur E. Brimball, superintendent of the American Brass Co., in Torrington; Harry M. Cooley, assistant general works manager of the Torrington Co.; Othneil G. Williams, vice-president of the William L. Gilbert Clock Co.; and

R. Mayo Crawford, vice-president of the Turner and Seymour Co.

★ ★ ★

ONE OF THE MOST outstanding service records ever achieved in industry is the proud accomplishment of Louisa Kuhns, press operator for the Miller Company, Meriden, who, in her 56 years of work for the company has never been late or absent. Louisa Kuhns has helped Uncle Sam win three wars—the Spanish-American, World War I and now the present conflict with the Axis. She walks approximately two miles back and forth to work each day, maintains a home for her mother and has a fine Victory garden. As a war worker Louisa Kuhns deserves to stand in the front rank with America's fighting men.



Louisa Kuhns at her Machine

CORNELIUS J. DANAHER, State Labor Commissioner, recently reported to Governor Baldwin on the activities of his department for the past year. Outstanding in the report is the fact that the department won convictions

in every case it prosecuted for wage claims and that no strikes of long duration were experienced in the past year.

The commissioner revealed that 328 new industries were established in Connecticut during the past year employing 22,389 workers, over half of them women.

★ ★ ★

JOHN J. HOBEN, former assistant superintendent of the casting shop of Scovill Manufacturing, Waterbury has been elevated to the position of general superintendent of the company. He is a graduate of Torrington high school, Hotchkiss school and Yale University. During his school days he was a star athlete in football and baseball and was quarterback of his team at Yale.

A brother, Thomas B. Hoben of Torrington, was recently endorsed by the democratic town committee as a candidate for the board of education. Mrs. Hoben is a state central committeewoman in the democratic party.

★ ★ ★

KENNETH L. CHILDS of 120 Dwight St., New Haven was recently named district manager of the SWPC for the area covering New Haven and New London counties and part of Middlesex county. Mr. Childs was vice-president of a manufacturing company in Somerville, Mass., prior to his entry into government work. The SWPC, which became independent of the WPB on May 1, assists the small war and civilian industries in obtaining subcontracts so that the small firms may be carried through the war period.

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THE LATEST ADDITION to the Association's long list of publications is the revised edition of "Manufacturers' Obligations under Connecticut Law" completed since the close of the 1943 session of the general assembly last June and mailed to members late in August and early September. The new 4 x 6 booklet may be described

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Manufacturers' Obligations under Connecticut Law



Compiled by
THE MANUFACTURERS ASSOCIATION
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best in the words of President Fuller's foreword as follows:

"In an effort to provide this thumb-nail guide for Connecticut manufacturers, we have prepared this booklet. We have discussed only those laws and regulations applicable to every day use and have attempted to explain them concisely and simply.

"For further elaboration or more intricate interpretations of these various statutes and standards, the Association maintains, among its many services, a legal department equipped to satisfy whatever such needs as may arise among its members. It is therefore purely with the intent of providing a handy guide for the busy manufacturer, that this booklet is prepared".

The new booklet, which replaces the "Manufacturers' Obligations under Connecticut Law" formerly included with the Association's Industrial Law Manual, is alphabetically indexed so that the manufacturers desiring to know all the facts concerning Connecticut Law pertaining to 'Boilers', 'Corporations', 'Elevators', 'Explosives', 'Health and Sanitation', 'Holidays', 'Hours of Work for Men, Women and Minors', 'Wages', etc., may locate them readily.

Additional copies of the booklet are available to members as well as further details on any of its contents upon application to the Manufacturers Association of Connecticut, 436 Capitol Avenue, Hartford, Conn.

★ ★ ★

THREE EMPLOYEES of Dept. 212, the toolroom at Bridgeport Brass Co., were recently presented with checks

totalling \$2,250 for outstanding suggestions which have materially aided the nation's war effort.

Karl Wunsch received \$1,000 for designing and supervising the construction of a head-turning machine which bears his name. Stanley Krysiak earned a similar amount as the result of experiments which have eliminated a drawing operation on the 20mm shells and also caused the dropping of three supplementary operations. A check for \$250 went to Frank Reynolds in reward for a suggestion which materially aided Krysiak and his associates in perfecting the mechanical operation which Krysiak had designed. The checks were presented to the men by John E. Ferguson, company vice-president.

The concern has paid nearly \$10,000 to employees since the first of the year for suggestions which have increased efficiency.

★ ★ ★

"INVEST IN INVASION" week, a special war bond campaign, was conducted by the Bristol Brass Company during the week of September 13 through September 18 in cooperation with the national Third War Loan drive.

The employees of Bristol Brass have purchased nearly a half million dollars worth of war bonds through payroll allotments and August was the eleventh consecutive month during which a better than 10% allotment average was maintained by the workers.

Department 8 won the departmental flag by pledging 17.78% of its payroll for August. San Francisco led the branch offices with 17.34%.

★ ★ ★

FARREL-BIRMINGHAM COMPANY, INC., of Ansonia, Conn., and Buffalo, N. Y., announce the addition of G. V. Kullgren to the staff of its Akron, Ohio office.

Mr. Kullgren comes to Farrel-Birmingham from the General Electric Company. He received his B.S.E.E. at the University of Colorado in 1931 and has been with General Electric since 1933.

★ ★ ★

AT A MEETING of directors of Danbury Chamber of Commerce recently an industrial committee was appointed consisting of Edwin V. Haigh, chamber president, who is serving as chairman, and also J. S. Pinney, power engineer, Danbury and Bethel Gas

Company; Bernard J. Dolan, and Edward L. Goods, of Seifert and Goos.

★ ★ ★

HERMAN W. STEINKRAUS, president, Bridgeport Brass Company, has been named a member of the "special committee on utilization of war plants and surplus property" by the United States Chamber of Commerce. The committee will consider what to do with the huge special-purpose war plants and the big stock of war goods when the war is over, or even before it ends.

★ ★ ★

CLARENCE G. MONTGOMERY, Rochester, N. Y., has taken over the post of chief engineer at Gray Manufacturing Company. Before coming to the Hartford organization, Mr. Montgomery served as production superintendent for Remington Arms Company, Bridgeport.

★ ★ ★

AT A REORGANIZATION meeting of Norwich Manufacturers Association, officers were elected to serve until the annual meeting in October. The officers follow: President, William G. Park, Angus Park Woolen Co., Inc.; vice president, Charles F. Watkins, United States Finishing Co.; secretary-treasurer, Alfred G. Bliven, Norwich Paper Box Co., Inc.; directors, Aurin E. Payson, American Thermos Bottle Co.; Walter E. Turner, Atlantic Carton Corporation, James E. McCormick, United Metal Mfg. Co.; Joseph Donahoe, Shetucket Worsted Co.; John Laycock, Aralac, Inc.

★ ★ ★

FIRST IN SEYMOUR to fly the "E" is Seymour Products Company, makers of fabricated metal parts. Award ceremonies were held August 21 with Lieutenant Governor Hadden officiating as master of ceremonies. Lt. Col. T. L. Hapgood, executive officer, Springfield Ordnance District remarked in presenting the flag to Seymour Products' vice-president Robert R. Adams, "Don't let our recent successes give you false confidence or over-confidence. This war isn't won yet. Our present situation reminds me of a track meet where, before the finals are run, elimination heats are carried out to find who runs in the finals. The elimination heats are over, and now we know who is running in the finals. We're starting down the last lap, and we have the



SERGEANT LOUIS PINCKNEY, veteran of the North African campaign, presenting "E" pin to Mrs. Edith Jollot, representing women employees of Seymour Products Company, Seymour.

edge on our opponents. But you here at Seymour Products can't be satisfied with sitting on the side lines and cheering from here on. You've got to stay in the race, keep working, keep producing, so you can keep your record of getting there 'fustest with the mostest material.'"

Lt. Thomas W. Dewart, USNR, official representative of the Navy in an address preceding the presentation of "E" pins by Sergeant Pinckney, wounded North African campaigner, said in part, "The life or death of your own sons and relatives can depend on the shortening of the war even by one hour.

"No one knows the day or the hour when this war will end but the harder we work and the more equipment we produce in the fastest possible time the sooner this struggle will come to an end.

"Think what can happen in one hour. A machine-gun can fire over ten thousand bullets, an anti-aircraft gun can throw more than one thousand shells into the sky, and a battleship can hurl over five hundred tons of armor piercing steel more than fourteen miles. In that same hour, a thousand bombers can drop over two thousand tons of bombs, enough to cause heavy damage in cities as large as St. Louis, Cleveland and Philadelphia and probably level Bridgeport to the ground."

Mrs. Edith Jollot and George Varsonik accepted the token pins on behalf of employees.

THE WHITE STAR, to be attached to the Army-Navy "E" pennant, has been conferred on Colt's Patent Fire Arms Manufacturing Company. Announcement of the award was made by Samuel M. Stone, company president, during a Colt family Victory picnic held in Hartford in August. Maj. Gen. L. H. Campbell, Jr., chief of ordnance, telephoned his congratulations to the company and its employees urging them "to keep up the good work."

★ ★ ★

AARON K. LYLE has been advanced to chief chemist at Hartford-Empire Company, in which post he will carry on many duties formerly handled by Donald E. Sharp, assistant director of research in glass technology. Mr. Sharp has resigned from the Hartford concern to join Libby-Owens-Ford Company, Toledo. Mr. Lyle has been with Hartford-Empire since 1937 as glass technologist directing research on new glasses, new methods of analyzing glasses and raw material, and development on batch charging.

★ ★ ★

EMPLOYEES with Corbin Cabinet Lock Company, New Britain, for 10 or more years, have been presented service pins in appreciation of their loyalty to the company. The pins were awarded to each employee by R. M. Bassett, general manager, and I. J. Fletcher, works manager. As of July 1, 40 percent of the company's employees have been with the company over 10 years, 35 percent over 15 years, 28 percent over 20 years, and 17 percent over 25 years.

★ ★ ★

R. E. COMPANY has been appointed general manager of Schick Service, Inc. He will direct the operations of 37 service stations. Mr. Company previously had served as district sales supervisor for the concern's Northwest territory.

★ ★ ★

BENJAMIN F. CONNOR, vice president, Colt's Patent Fire Arms Manufacturing Company, Hartford, has been named a member of the Plastics Molders and Fabricators Industry Advisory Committee of the Office of Price Administration. Mr. Connor received notification of his appointment recently from Chester Bowles, general manager of OPA.

WILLIAM H. PUTNAM of Putnam & Co., Norris W. Ford of the Manufacturers Association of Connecticut and John A. North of Phoenix (Fire) Insurance Company, all of Hartford, spoke at the 72nd quarterly meeting of the New England Council held early in September in Boston.

★ ★ ★

HARTFORD OFFICE of the War Manpower Commission has moved from 122 Washington St., to 119 Ann St. William G. Ennis is director of Hartford WMC unit and Arthur A. Nielsen is assistant director.

★ ★ ★

ACCORDING TO National Manufacturers Association, wages paid by industry have been rising more rapidly than the cost of living. The manufacturers point to figures of the Bureau of Labor Statistics which show that since August, 1939, weekly average wages of workers in manufacturing plants throughout the country have gone up 82.4 percent and living costs in the period, August, 1939, to June 1943, have increased less than 27 percent.

★ ★ ★

THE WAR MANPOWER COMMISSION in its September classification listed Meriden as an acute labor shortage area. As a result of its new designation, Meriden is likely to be cut off from further war contracts and put on a 48-hour work week. The latest classification brought to 59 the num-

ber of cities in the United States that have been declared acute labor shortage areas.

★ ★ ★

THE MANPOWER COMMITTEE of the Connecticut War Council has undertaken arrangements which will permit school teachers to work part-time in business, mercantile and industrial establishments after school hours.

Harold F. Woodcock, state war administrator, in making the announcement, said approximately 7,000 teachers were employed during the summer on full-time jobs, with 50 per cent of these holding jobs in industrial plants.

He urged that teachers be used on jobs that would not impair their health and said the Manpower Committee recommends their employment should not exceed four hours a day or 20 hours a week.

★ ★ ★

A NET MEMBERSHIP gain of 30,876 persons during the first six months has been reported by the non-profit White Cross plan for hospital care. Acting Manager Charles H. Holt said memberships in force June 30 totaled 328,721.

Some \$761,005 was paid for hospital care of 14,454 members during the period, he said. The \$761,005 paid to hospitals was \$137,000 more than was paid for care during the same 1942 period.

★ ★ ★

MORE THAN 500 workers were secured during the last half of the Hartford Community Manpower Mo-

bilization Committee's Drive, according to a preliminary report by Lorne A. Cameron, executive assistant to the committee. Some 3,628 applications were obtained in the last part of the campaign, 91.3 percent from women and 8.7 percent from men. More than 40 girls recruited from war industries and offices visited 20,000 homes and averaged one application for each home visited, said Mr. Cameron.

★ ★ ★

BRIDGEPORT BRASS recently celebrated the fourth award of the Army-Navy E with a program at Pleasure Beach Park, attended by 20,000 employees, their families and friends. The theme of the program was "United Nations Working Together for Victory" and officers representing United States, Canada, France, China, Russia and England took part in the activities. The event was broadcast coast-to-coast over Mutual network with Herman W. Steinkraus, company president, acting as master of ceremonies.

★ ★ ★

A DISPLAY of war work being done by International Silver Company, Meriden, was held during September in Insilco Hall for the benefit of employees, families and friends. Previously the display had been put on at the jeweler's convention in New York and proved the hit of the show.

★ ★ ★

STATE MANPOWER DIRECTOR William J. Fitzgerald has announced a

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sharp reduction has taken place in labor turnover in Connecticut as a result of labor stabilization agreements. Shortages of "heavy" labor continue to be critical in some areas, he said, with manufacturers reporting some threat to increased production by their inability to secure men for heavy manual labor.

★ ★ ★

CARL GRAY, president, Grenby Manufacturing Company, Plainville, in addressing a meeting of Pennsylvania industrialists, advocated orderly demobilization and reconversion of military personnel into civilian life after the war. He suggested that service men be given aid and training under government auspices to fit them again for civilian life.

In general, Mr. Gray's plan is that as soon as soldiers are demobilized their records in the service be forwarded to a local occupational office. Here the service man may register, be classified, and if he has a job or business waiting for him be immediately assigned to it.

If, however, the service man has no job awaiting for him, he must be counseled, trained and placed in some job that he can fill, said Mr. Gray. This will be necessary in thousands of cases, the speaker said, since a great number of the service men entered the Army or Navy directly from school and never had regular civilian employment.

★ ★ ★

SHARES OF STOCK in Peck, Stow and Wilcox Company have been given free to many employees who, in the opinion of the management, have contributed that certain something beyond mere work to the successful operation of the company, President Mark J. Lacey, has announced.

★ ★ ★

ALFRED C. FULLER, president, Manufacturers Association of Connecticut, and chairman of the board of directors, Fuller Brush Company, has been appointed to Connecticut War Finance Committee by Secretary of the Treasury Henry Morgenthau, Jr. He was one of 19 prominent Connecticut men and women named to the group.

★ ★ ★

WINCHESTER Repeating Arms Company, New Haven, is producing a new carbine, exceedingly light in weight and equal to the famed Garand rifle in speed of fire.

The carbine, which met its major tests in the Sicilian campaign, weighs little more than half as much as a Garand, is but three feet long, and each of its 15 shots is fired with only a pull of the trigger.

The new weapon, which fires a .30 caliber bullet, is not designed to replace the Garand, but is intended for use by paratroopers, rangers and other shock troops, and for the 60 percent of American soldiers such as engineers, signal corpsmen, officers who previously did not carry rifles.

★ ★ ★

MILTON W. BOWMAN, well known authority on eye conservation, told a meeting of Hartford Industrial Safety Council, that more than 200,000 eyes were injured in industrial accidents last year, of which 2,000 will never see again. The speaker pointed out that the National Committee for Conservation of Manpower in War Industries can demonstrate that these accidents can be prevented.

★ ★ ★

THE INITIAL fall meeting of the War Production Engineering Council was held at the Hotel Bond, Hartford, September 16. Mr. P. T. Onderdunk of the War Production Board, Washington, was the principal speaker. The 24 participating engineering societies and allied organizations agreed to continue the support of this organization and the free engineering consulting and advisory services on manufacturing and production problems as they pertain to the war effort. The Society can be contacted through its secretary, Mr. L. H. Knapp, Hartford Electric Light Co., Hartford.

★ ★ ★

THE WHITE STAR, symbol of six months' continued excellence in production to be added to Army-Navy "E" flags, has also been awarded to the following: Bristol and Meriden plants of New Departure, Division of General Motors; Bridgeport plant of Remington Arms Co., Inc.; Pioneer Parachute Company, Manchester; Handy and Harman, Bridgeport; Jenkins Bros., Bridgeport and Chase Brass & Copper Company, Waterbury. In the case of the latter three concerns, the award marks the second time the White Star has been bestowed for meritorious service on the production front.

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THE QUESTION OF EQUALITY OF FREIGHT RATES

(Continued from page 10)

conceivable cost formula, the result of such a practice, if not attended by substantial increases of commodity rates in the south and west, would spell financial ruin for the carriers in those territories with government ownership of railroads as the probable outcome. I am certain that the south would not willingly bring about that situation.

Some few months ago Governor Broughton of North Carolina addressed the annual meeting of the Hartford Chamber of Commerce. Governor Broughton did not deal extensively with the freight rate controversy, but did say that he was an advocate of equal opportunity for all sections of the country, regardless of whether the subject under consideration might be freight rates or the distribution of gasoline. In support of his contention that the south was discriminated against in the matter of freight rates, he referred to the fact that mica was mined in North Carolina, but due to the freight rate adjustment it was necessary to ship the mica in its raw state to Buffalo, New York to be processed. He said that this was necessary as the rate on mica to Buffalo, New York was lower than the rate from the points of production in North Carolina to Norfolk, Virginia, although the distance to Norfolk was very much less.

Comparisons of rates of this character are sometimes referred to by traffic men as "kangaroo" rates. There is, of course, no manufacturer of mica at Norfolk, Virginia and, therefore, no purpose would be served by publishing commodity rates to that point. However, if a manufacturer of mica should actually locate at Norfolk, he would experience no difficulty in inducing the railroads to publish rates to that point comparable with those to Buffalo, distance considered.

I am not fearful that New England industry will be induced to migrate to the south to any substantial degree as a result of any revision of freight rates that may emanate from this proceeding. The availability of skilled labor, proximity to raw materials and markets and wage differentials are much more important factors in de-

termining the location of industry than any change of the class rate structure that might take place, although freight rates are a factor. Manufacturing in the south has expanded and progressed materially under the present general freight rate adjustment and none of us would wish it to be otherwise, but we do believe that this expansion should be normal and probably gradual, or at least that it should not be brought about by any artificial stimulation. Our fears concerning political rate making are confined to their effect upon the finances of the railroads and the possibility of an unwarranted increase in the northern level of rates.

Commissioner Joseph B. Eastman, Director of the Office of Defense Transportation, recognized the effect of political pressure upon the Interstate Commerce Commission when in opening his dissenting opinion in the so-called Southern Governors Case, which was decided in 1939, he said: "The Commission is called upon to decide this case on the record, after it has in effect been decided, in advance and without regard to the record, by many men in public life, of high and low degree, who have freely proclaimed their views on what they conceive to be the basic issues. Their thesis has been that the section of our country generally known as the south is our 'Economic Problem No. 1', because, among other things, it is low in industrial development, and that a major reason for this condition has been and is an unfair adjustment of freight rates which has favored the producers of the north and burdened those of the south. It has become a political issue.

"Under such conditions, it is not easy to decide the case without being influenced by emotional reactions, one way or the other, which should play no part in the decision."

In conclusion, may I repeat (1) that the so-called discrimination against the south exists only in the minds of politicians and the man in the street. Industrialists know that it is fallacious; (2) that the general level of all rates in the south is only very slightly higher than in the north and (3) that if the adjustment sought by the south is granted it will materially retard industrial progress in the south.

We express the hope that the New England delegation in Congress will use its influence to the end that this controversy may be decided on its merit by the Interstate Commerce Commission and not in the Halls of Congress.



TRANSPORTATION

By N. W. FORD

*Manager and
Traffic Manager*

CURTAILMENT OF TRAVEL:—

Because of the heavy demands of military and essential civilian traffic on the limited supply of railroad passenger equipment, the Office of Defense Transportation has announced that no supplemental train or sleeping-car service, in addition to present schedules, will be authorized for operation next winter to Florida, the Gulf coast, Arizona, California, or other winter resort areas. Passenger schedules were frozen by general order as of the week ended September 26, 1942 and railroads were required thereafter to obtain permits to operate additional trains. The O. D. T. said that the operation of three additional trains authorized in November, 1942, and later, between New York and points in southern Florida, and between Washington, D. C., and Florida points, because of increased passenger traffic resulting from concentration of military, naval, and war industrial establishments in the southeast, would continue but no other supplemental trains to winter resorts would be in operation next winter.

★ ★ ★

RELEASE BY O.D.T. ON 3 PERCENT TAX:—

The following is a quotation from a recent release of the Office of Defense Transportation: "Moneys exchanged among private motor carriers for adjustment of charges for local delivery services performed under government-approved joint action plans are not subject to the 3 per cent federal transportation tax. Under the Revenue Act of 1942, a federal tax of 3 per cent is levied on amounts paid for transportation of property by rail, air, motor truck and water carriers."

★ ★ ★

CONSTRUCTION OF NEW FREIGHT CARS IN 1943:—

The

Office of Defense Transportation has found it possible to provide for the construction of an additional 5,801 new freight cars in 1943 out of steel allocated to the railroad industry for the third quarter. The addition of the 5,801 new cars to the approximately 26,000 already authorized will mean that upwards of 32,000 new freight cars will be produced this year. The breakdown of the 5,801 cars according to type is as follows: Box, 2,724; gondola, 262; hopper, 2,150; refrigerator, 300; flat, 365. Many of the principal car builders and some railroad shops will participate in the construction of the new equipment.

★ ★ ★

SUBSTITUTION OF REFRIGERATOR CARS FOR BOX CARS:—

Service order number 104, as amended, requires common carriers by railroad to substitute refrigerator cars in lieu of box cars for the loading of suitable freight moving westbound to destinations in the states of California, Idaho, Arizona, Nevada or Utah. Not more than three refrigerator cars may be furnished in lieu of each box car ordered, subject to the carload minimum weight which would have applied if the shipment had been loaded in a box car.

On shipments on which the carload minimum weight varies with the size of the car, two refrigerator cars may be furnished in place of one box car ordered of a length 40 feet and 7 inches or less, subject to the carload minimum weight which would have applied if the shipment had been loaded in a box car of the size ordered. In the event the box car ordered was over 40 feet 7 inches but not over 50 feet 7 inches, three refrigerator cars shall be furnished in lieu of such box car, subject to the authorized carload minimum weight for the car ordered.

PROPOSAL TO EXTEND MODIFIED RULE 10 TO WESTERN TERRITORY:—

The Illinois Territory Industrial Traffic League has filed a formal complaint with the Interstate Commerce Commission, the purpose of which is to extend to Western Trunk Line Territory the more liberal provisions of Classification Rule 10 that now apply within Official and Southern Territories. The program to liberalize this rule so that shippers would be compelled to pay only the carload rate applicable to each commodity in a mixed carload rather than the highest rate applicable to any article in the carload was inaugurated by the Association's Traffic Committee. It has proved of great benefit to shippers and the Association will participate in any hearings that may be scheduled by the Interstate Commerce Commission in this proceeding in an effort to cause the Commission to prescribe the more liberal rule for application in Western Territory.

A hearing was scheduled to begin at Chicago on September 28 but has been indefinitely postponed.

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NEW OVERHEAD MERCHANDISE CARS ESTABLISHED FROM CONNECTICUT:—

Effective September 16, about thirty new merchandise cars were placed in operation from Waterbury, Bridgeport, New Haven and New Britain to destinations in the middle west. This program was initiated by the Office of Defense Transportation in cooperation with the New Haven Railroad.

Under the plan, representatives of the Office of Defense Transportation suggested the operation of cars to specified destinations based on studies of the available freight at points of origin. Later shippers in the cities affected were invited to meet with the O. D. T. for the purpose of determining the routes by which the cars should move.

Ordinarily, merchandise traffic is subject to O. D. T. General Order No. 1, which provides that not less than 20,000 pounds of less-than-carload traffic may be forwarded in a car by any railroad. However, in consideration of the fact that approximately two loaded cars are received in New England for each loaded car that moves westbound, the New Haven Railroad has been permitted to forward shipments aggregating 10,000 pounds direct to destination.

The overhead merchandise cars more recently authorized by the Office of Defense Transportation will move daily regardless of the weight that is available, thus relieving congestion at the railroad terminals and greatly expediting the movement of freight. The arrangement has been in operation from Hartford, which was the first city in the country to adopt the plan, for the past three months and has proved highly satisfactory.

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EX PARTE MC-22, MOTOR CARRIER RATES IN NEW ENGLAND, REOPENED:—The Interstate Commerce Commission has reopened its investigation of motor car-

rier rates in New England for further hearing with respect to class rates, classifications and rules, regulations and practices. Although no date has been set for the hearings, we are informed that the Commission wishes to schedule the proceeding as early as possible but, in any event, not later than November. It was understood that the New England Motor Rate Bureau has advised the Commission that it would not be ready to proceed until after November 1.

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NEW MIDDLE ATLANTIC RATES:—Announcement has been made by the Middle Atlantic States Motor Carrier Conference that it is

making the four per cent increase recently granted it by the Interstate Commerce Commission effective October 4 by publication of a Master Tariff of conversion tables and connecting link supplements to its rate tariffs, under special permissions of the Commission authorizing the publication of rates in this form. By revising the relating rules, the Conference likewise is increasing the minimum charges per single shipment and cancelling the "breakdown" rates. The Commission's decision authorized the cancellation of the "breakdown" rates subject to minimum weights of less than 20,000 pounds and an increase in minimum charges to the next higher multiple of five cents after making a four per cent increase.

ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

INTERNAL AUDITING — A NEW MANAGEMENT TECHNIQUE—During the past twenty-five years, business executives have been giving increased recognition to a new form of management technique—modern internal auditing. To those unfamiliar with the new trends in modern internal auditing, it is just "more auditing." While this is true in many organizations where, for one reason or another, the function has not been expanded, there are many companies whose managements have turned to their internal auditors for genuine aid in management control. This is rapidly becoming the main function of internal auditing, even though it had, and still has, its roots in accountancy.

Because of the tremendous pressure on management currently present, due to the war production program, many business executives have found it necessary to place greater reliance on internal auditing for solving their problems of internal control. Internal audi-

tors have more than met this challenge by performing the functions assigned, and by advancing suggestions for making themselves more helpful in management control.

Needless to say, some internal auditors have found themselves restricted in their functions to those which have been in force for many years past, due chiefly to the inability or unwillingness of some managements (especially those who are not accounting minded) to grasp the scope of modern internal auditing standards. However, there is overwhelming evidence of a steady progress in the assistance rendered to management in general by auditing departments all over the country. This was brought out most forcefully at the first convention of the Institute of Internal Auditors held in New York last November, where internal auditors from all parts of the country met to discuss their mutual problems. The Institute, then celebrating its first anniversary, reported 150 members, and

this number since has been doubled.

Reports from those assembled indicated that management everywhere is becoming more and more aware of the potential assistance to be obtained from their internal auditors in the increasing problems of managing a company's operations, especially during the present state of complexity. Only a few examples, chosen at random, need be given to indicate the scope of such assistance: Reports on non-adherence to Wage and Hour laws and regulations; failure to obtain necessity certificates; inadequate protection against sabotage; failure to comply with any of the numerous government regulations; misapplication of budget appropriations, thereby vitiating orders of directors or officers; inadequacy of equipment used, resulting in inefficiency; inadequate maintenance of company property, thereby shortening its life.

It would be well for all executives to reflect on their methods of management control to make sure that this important phase is not being overlooked, or that it is being used to the full extent of its potential ability for more effective control of operations.

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On Tuesday evening, October 19, 1943, Hartford Chapter N.A.C.A. will have Mr. Stanley Teele, Deputy Director of the Procurement Policy Division of the War Production Board as its speaker at its regular monthly technical meeting. Mr. Teele will give an address on the subject "War Contract Termination."



EXPORT NEWS

By W. ADAM JOHNSON, *Director, Foreign Trade Dept., and Manager Hartford Cooperative Office, Bureau of Foreign and Domestic Commerce.*

FIFTY REPRESENTATIVES of Connecticut's manufacturing exporters met in New Haven last month to hear Franklin Johnston, publisher of the AMERICAN EXPORTER, report on his trip to South America. Mr. Johnston is one of the country's most able observers of affairs affecting international trade. His address was so informative that we are reprinting excerpts from the minutes of the meeting covering his talk.

Another discussion concerned Western Hemisphere Trade Corporations. The minutes covering this question, which is of general interest, are also reprinted.

In Mr. Johnston's opening remarks he warned his audience that some might think that he was unduly favorable to the Government Administration. He assured us that he was only reporting conditions in South America as he found them, and that whereas the Republican party had always been a high tariff party, and the Democrats had always been willing to give a job to anyone who could do anything, he guessed he would have to classify himself as a "Cordell Hull Republican".

He said that there seemed to be hope for the Republican party since "three years ago in voting on the Reciprocal Trade Agreement, only 5 Republicans had voted for the Reciprocal Trade Agreement whereas during the last session, 144 Republican Congressmen voted for the renewal of the Trade Agreement. Secondly, at Mackinac Island, the Republican Policy Committee plumped for a constructive foreign political and military policy, and we find Winston Churchill and Tom Dewey speaking the same language—basic common sense.

In commenting on his South American trip, he stated that during the entire three months that he was in the South American countries, his chest continually swelled with pride because

he was an American and because of the high esteem in which the American people were held by the South Americans. He was proud of the caliber of the American business colonies in the cities that he visited. Although he thought it was unfortunate he said it apparently was true that an American was only without pride in his own capital. The people in Argentina are just as pro-Ally as are we.

He was proud of the generally high level of the Embassy staffs where partisanship was so little in evidence that all the commercial attachés, now economic counsellors, were Herbert Hoover appointees. The only new dealer ambassador (the others all being career men) has the portrait of Warren G. Harding in the Embassy reception room.

Americans can be proud of the friendly attitude shown by South Americans toward the "Colossus of the North" when wartime emergencies have forced your Uncle Sam to extend his shadow all over the Hemisphere in a sort of good-neighborly imperialism. This is the American century.

Whereas some people have said that the Americans did not know how to sell goods in South America, nor did they know the psychology of the South American people, Mr. Johnston found that the American goods and the sales programs are so popular that the only trouble is that the countries chronically find themselves short of dollars. However, at the present time they have dollars and plenty of them. He found that the merchants and the manufacturers are all making money but he did find some distress in Puerto Rico.

Brazil and Argentina are especially becoming industrialized and Brazil is making a tremendous amount of textiles.

In speaking of the industrialization of South America, Mr. Johnston stated that he felt that those countries should

not build artificial industries, that is industries not based upon the availability of raw materials. Where raw materials for the manufactured products are available, the establishment of such an industry is economically sound.

Whereas comments have been heard to the effect that the British are putting something over on American exporters by sending Lend-Lease materials to South America, he had been unable to uncover a single case where such a shipment had been made.

The British are anxious to hold onto the business they have in South American countries whereas the Americans are always wanting to expand. He said the British could be referred to as "a nation of statics or those wanting to maintain the status quo, whereas the Americans could be referred to as a country of persons who wanted to 'boom and boost'".

Mr. Johnston's main purpose of going to South America was to investigate the operations of the decentralization program and its acceptance by the South American importers. It was apparent that the Counsels in South America felt that they could handle the details for such a program, but in actual operation they found that the paper work was beyond their ability to handle.

Mr. Johnston has long used his influence with the State Department to roll back decentralization. He came back from his trip all primed with facts and material to lay before the State Department supporting his contention. However, to his pleasant surprise when he went to Washington he found that the State Department had just then finally decided to "roll back" decentralization. He said the State Department's sudden reversal of policy reminded him of the lady in Byron's poem: "She who swore she'd ne'er consent, consented."

A lot of people have been worried that all sorts of export controls will be carried on indefinitely after the war. It is expected that public opinion and Congressional action will prevent any such a situation developing. After the last war it was only ten days before the War Trade Board began loosening up on import controls; 16 days on export controls. After the last Armistice there were a few cancellations of orders by timid importers but this was followed by a wild scramble of merchants all over the world to get American goods. The hardest of all to believe is that within three weeks after the

Armistice, the Army began to release shipping and the amount of commercial shipping in use increased 25% in two months. In April, 1919 the blacklist was abolished.

Likewise in this war it is expected that private industry will take over from the Army very quickly after the cessation of hostilities, and that government regulation will be promptly set aside.

In answer to a question regarding the industrialization of the Argentine, Mr. Johnston said that it was taking place very rapidly and much to the surprise of most everyone the South American countries are doing a great amount of business with one another. He remarked that in the countries he visited in South America he found ten different concerns who were making imitations of the South Bend lathe.

Chairman French expressed to Mr. Johnston for the entire audience, our deep appreciation of his visiting with us and bringing to us such an excellent report so ably presented.

Western Hemisphere Trade Corporations

This question arose from part 3, Section 141 of the Internal Revenue Act, as found on page 32 of the Internal Revenue Bulletin No. 4 dated February 25, 1943, wherein it says, in part:

"For the purpose of this chapter, the term 'Western Hemisphere Trade Corporations' means a domestic corporation all of whose business is done in any country or countries in North, Central or South America, or in the West Indies or in Newfoundland, which satisfies the following conditions.

"(a) If 95 per centum or more of the gross income of such domestic corporation for the three-year period immediately preceding the close of the taxable year (or for such part of such period during which the corporation was in existence) was derived from sources other than sources within the United States; and

"(b) If 90 per centum or more of its gross income for such period or such part thereof was derived from the active conduct of a trade or business."

The question was how can such corporations be formed and what is the definition of "income from without the United States."

A member who had made a study of

this particular subject was asked by the chair to relate his conclusions. Many contacts had been made by him as well as by the Association in an effort to obtain a direct answer to the question. A letter received by the Association from Mr. Harold P. Smith, Regional Manager of the U. S. Department of Commerce in Boston finally gave a definite answer which was considered to be the correct interpretation of the section referred to. The letter from Mr. Smith read:

"The item referred to was incorporated with the idea of inducing Americans to invest in the Western Hemisphere and this elimination of the surtax would only apply on American capital used in companies or corporations doing business within one of the foreign countries in the Western Hemisphere. It would not apply to a corporation formed here for export purposes or for import purposes, as their transactions would be the sale of goods within the United States and would be subject to all taxation."

BUSINESS AND GOVERNMENT IN THE POSTWAR WORLD

(Continued from page 8)

larly if he is just starting out in life, may very well be prepared to run risks and to undertake ventures which he would not dare to consider if it meant losing the protection given him by some stable but low-grade occupation or enterprise.

Following out this line of thought, we can envision the post-war world as one in which the life raft and the parachute are standard equipment; but it would still be a world in which there will be every desire and every incentive for soaring aloft and traversing oceans and continents in our undertakings.

Earlier reference was made to the fact that we have to do more than go back to the satisfactory relationships between government and business in the 1920's. We have to be prepared to make such relationships effective in the maintenance of employment and of high productivity. This means that a whole series of policies, both for business and government, have to be studied and established.

The Committee for Economic Development

Some of us are actively supporting and are actively engaged in the development of such policies. As for myself, I feel quite strongly that the most hopeful undertaking of that sort in the country today is one with which I am connected: namely, the Committee for Economic Development. As most of you know, its work is divided into two parts. The first is the encouragement of and assistance to business in planning its post-war course, and a major part of this assistance and encouragement consists in reviving the spirit of enterprise in companies large and small, in industrial communities, and in whole industries.

The other part, with which I am more directly connected, is entrusted to the Research Committee. This group is engaged in studying and reporting on the problems that have just been described as having to be studied if we can apply to the coming cooperation of business and government the elements which we failed to provide in the 1920's. I urge your support of this undertaking by every possible means, whether by funds, by advice, by co-operative effort, or in any other constructive way.

The other day Eric Johnston, President of the United States Chamber of Commerce, gave expression to a dramatic possibility. He suggested that a hundred and fifty years ago the young United States of America was an island of democracy in a sea of arbitrary or tyrannical government. He furthermore suggested that in the years to come this country might well be an island of private initiative and personal freedom in a world-wide ocean of state socialism.

In the generations after the war for independence, our example fired the imagination of the whole world, and for more than a hundred years the trend of history moved in our direction. May it not chance that again, in the words of Washington, "we are setting up a standard to which the wise and judicious may repair," and that again we may lead the world, this time in a return to individual freedom and initiative?

We can do this if we can demonstrate that these ideas provide better for the well-being of the mass of the citizens of the nation than does state socialism. We can prove that if we are wise in meeting our opportunity. Let us not fail.



PERSONNEL

By JOHN P. AHERN

Executive Assistant

LYNDON U. PRATT, secretary of the Connecticut State Teachers Association has recently been appointed chairman of the sub-committee of the Manpower Committee of the Connecticut War Council. The function of this committee will be to encourage and facilitate the entrance of Connecticut teachers into part time war work.

An excellent record has been made by the teachers in their contribution to war work during the summer vacation. It is expected that the teachers will continue to contribute to the work of war industries by offering their services on a part time basis.

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THE MOST readily available group of womanpower is composed of non-farm housewives between the ages of 20 and 55, with children under 16. This group receives the greatest amount of attention and persuasion by community mobilization drive workers.

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WOMEN WORKERS under 20 years of age have shown a substantial contribution to the total labor force,

which is now in excess of 64 million. This figure includes those in the armed forces. Women working in the above age group have increased one and a half million over normal employment, for a total gain of 27.3 per cent.

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EMPLOYMENT stabilization plans constitute serious business, and while not attempting to completely "freeze" a worker in his job, still have some force in reducing turnover, migration, and labor "piracy".

When a worker wishes to change employment, it becomes necessary for him to secure a statement of availability. Generally the considerations for issuing this statement are based upon five or six well defined reasons. Besides these well defined reasons, there are many personal and compelling reasons which have a very humorous touch as the following actual applications will prove. After reviewing the following, one can see that America still harbors the rugged individualist:

1. Applicant wanted to change to company using picture on identification badge.
2. Newlyweds could not eat at same

- time. He was accustomed to selecting her food at restaurants.
3. Tall, thin girl had to work harder than short fat girls in her department. Wanted employer who hired tall, thin people.
4. Wanted to live with mother-in-law in another city.
5. Insomniac wanted night shift so he could try the daytime for sleep.
6. Daily attendance at movies was stymied by shift hours.
7. Wife worked on same shift and made him nervous and irritable.
8. Wife wanted change for husband so she could keep "tabs" on him.
9. Girl wanted to move to another locality to catch up with "boy friend" who was evading her.

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WITH THE ENTRANCE of Meriden into the so-called Group 1 or "critical labor area" designation of the War Manpower Commission, the time is fast approaching when the entire state will be included in the category of acute labor shortage areas. By federal order, any area so designated should be detoured by procurement agencies provided they are able to place their contracts elsewhere where there is a suitable labor force.

Industry has a certain balance which, though not as intricate and complete as nature's, is delicate enough to be tipped out of line easily. Because of the clamor and publicity surrounding so-called critical labor areas, and the reputed consequent insufficiency of production, certain companies, like the mountain, are setting up shop in less industrialized communities. Recently a northern New England community sent a plea into Connecticut calling all native sons back home to work in a newly located munitions plant.



POST WAR! New Products - no doubt; New Materials - no doubt

Neither is of any use without close coordination in manufacturing and financial, cost, materials, production and quality control. "Armistice casualties" will not include those companies with efficient management, market-

ing, manufacturing, engineering, financial and accounting personnel.

These are integral parts of a successful wartime and peace-time organization.

For new personnel or replacements consult

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When the cannons first roared, these workers had rushed into Connecticut seeking war employment. After three years of varying action to assimilate, house, and train them, the finished product is now being called home to the maternal bosom of their birth-place.

This is presenting a new turnover problem which transcends the boundaries of three states and makes employment stabilization plans of the Connecticut cities only one phase of the whole problem.

When will the millennium be reached where Meriden, Hartford, Bridgeport, Waterbury, and New Britain are called not Group 1 areas, but finely attuned industrial centers? With excellent facilities, skilled and willing labor, and good transportation they have always delivered the best goods at the right time.

CARBON MONOXIDE POISONING

(Continued from page 13)

definite cases have resulted from short exposures to high concentrations and they certainly present acute sequelae. The so-called chronic cases have had repeated exposures to relatively low concentrations and with numerous after effects. They present disorders which usually are more lasting than those found in acute cases, apparently due to more lasting tissue damage.

Effects of Exposure to Carbon Monoxide

As was mentioned above, the manifestations of carbon monoxide poisoning vary considerably, depending upon the amount of gas inhaled, the period of exposure and the susceptibility of the individual. Furthermore, the symptoms produced are dependent upon the region of the body most seriously damaged. The areas most often involved are those having most abundant blood supplies. The heart and brains are the organs which suffer earliest in the majority of cases and the initial, as well as the more distressing later symptoms, arise from disturbances in these organs.

Treatment

The phases of treatment of interest to plant officials are concerned with rescue and first aid. Specific medical treatment always should be left to

physicians and, whenever possible, first aid should be given under his direction. He should be called to the scene of the accident immediately but rescue and first aid procedures should not await his arrival. The cardinal steps which should be inaugurated immediately are:

1. The victim should be removed to fresh air as soon as possible. Due care should be given to the proper handling of any such victims also suffering injuries.
2. If breathing has stopped, is weak and intermittent, or present in but occasional gasps, artificial respiration by the Schaefer (prone pressure) method should be given persistently until normal breathing is resumed or until the physician pronounces the victim dead.
3. Pure oxygen, or a mixture of 5 per cent CO_2 and O_2 should be administered, using an inhaler, beginning as soon as possible and continuing for at least twenty minutes in mild cases showing evidence of asphyxiation and as long as three hours if necessary in severe cases. This procedure always should be carried out under the supervision of properly trained individuals.
4. Circulation should be aided by rubbing the limbs of the patient and keeping the body warm with blankets, hot water bottles, etc.
5. The patient should be kept at rest, lying down to avoid any strain on the heart. Later he should be given plenty of time to recuperate. Exercise is hazardous until all symptoms have subsided.

Plants having carbon monoxide hazards should have trained first aid workers who have had special instruction concerning carbon monoxide readily available at all times, and they should be put in charge until the physician arrives.

Prevention of Carbon Monoxide Poisoning

Prevention of carbon monoxide poisoning in the plant involves proper steps to locate and evaluate the exposures and to bring about the necessary control through reconstruction or repair of equipment, etc. As was pointed out above, an important phase of control is atmospheric determination of the concentrations of carbon monoxide. This service is provided by the Bureau of Industrial Hygiene, Connecticut Department of Health, and

is freely available. There also are private consultants who may be engaged for this purpose. Medical investigations oftentimes are indicated in connection with such control efforts. Service of this type can be provided by numerous private physicians. The Bureau of Industrial Hygiene also is equipped to render this type of assistance.

The control of potential carbon monoxide hazards in the home and elsewhere outside the plant should be given some attention by industry. Although such exposures are not industrial, they may definitely affect industrial output. Plant officials interested in the problem to this extent are referred to local officials concerned with housing and public health. The Bureau of Industrial Hygiene is also available for consultation service in this respect in cooperation with local authorities.

Carbon monoxide poisoning is entirely preventable. All cases are exhibits proving that somebody has failed to utilize existing knowledge concerning the hazard and the methods for eliminating it.

The following list indicates the sources from which photographs requiring credit were gathered:

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BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the previous month.

THE index of general business activity in Connecticut fell off in August to an estimated 106% above normal. The United States index showed one of the sharpest monthly rises in over a year and stands at an estimated 43.5% above normal. In setting a new high, the United States index was aided by a higher than average level of industrial production and comparative labor quiet, factors which, on the National front, have caused recent concern but which, in Connecticut, have been present since the beginning of the war effort.

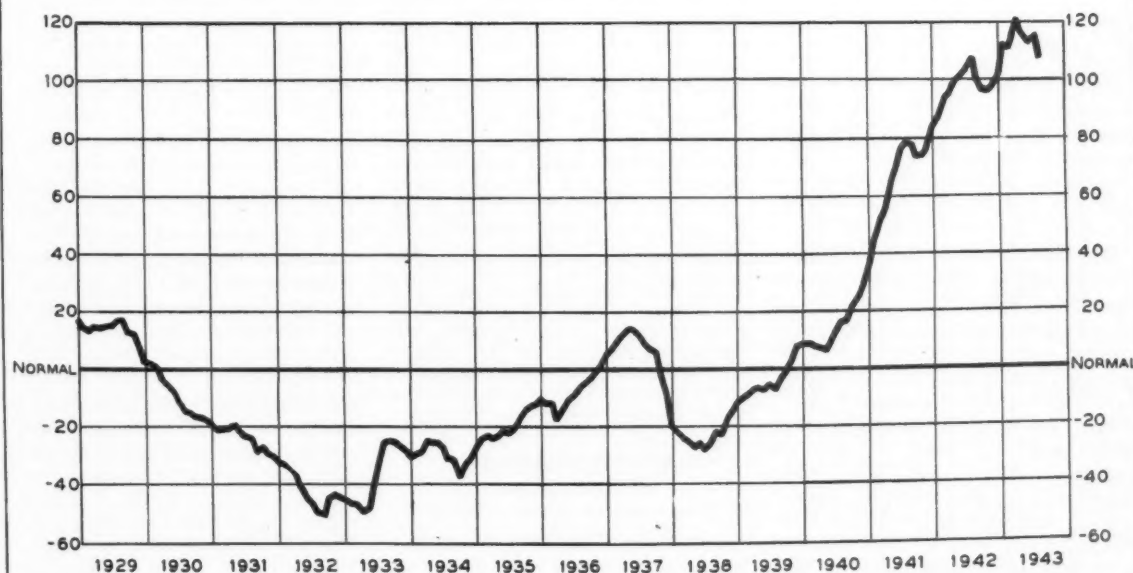
In August the index of manufacturing employment in Connecticut declined to an estimated 95.6% above normal. Relatively slight losses are

shown in each of the Connecticut cities for which final August figures are available. Bureau of Labor Statistics estimates of manufacturing employment in the State which are available through June show a loss of 4,000 workers since the month of March when the largest employment estimate was recorded. Over the same period, manufacturing employment in Massachusetts showed a gain of 13,000 workers and New York totals rose by 5,000. It should be borne in mind that this employment loss does not necessarily indicate a slackening in the rate of operations hereabouts. On the contrary, expenditures for war in the United States during August rose 12% over the previous month and it must be

expected that this State took its customary important share of this war business. However, lessening employment estimates do highlight the fact that sources of labor needs have settled to a stage where the meeting of requirements becomes more and more difficult. In the beginning, the facilities for war production were not developed elsewhere to the extent that they were here. This was true in New York and Massachusetts, for example, and they became the number one and two states in providing employees for Connecticut industrial establishments. As the tempo of production rose within these states, there was less inducement for workers to leave their home areas particularly since hourly wage rates approached the level paid here and since unsatisfactory housing conditions existed in Connecticut which frequently compelled workers to spend several hours in travel time to and from their jobs. It now happens that in-migration is not sufficiently large to offset continued draft calls which are acute because more than 60% of the State is in the critical industrial area where workers are so vitally needed.

The index of manhours worked in Connecticut factories fell in August to an estimated 157.8% above normal. It would appear that vacations were to some extent responsible for this de-

GENERAL BUSINESS IN CONNECTICUT COMPARED WITH NORMAL



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cline since work stoppages here, which in any month are few, dropped off sharply in August from the number reported in July. Labor Stabilization plans which are now operative in every major locality of the State have greatly reduced turnover and lost hours due to job shopping. An analysis of the turnover statistics for Hartford County, where only recently Stabilization Plans were put into effect, shows that among all separations listed as voluntary quits the two reasons accounting for the largest percentage of separations are "Dissatisfied" and "Left-No Reason". Although, since July, there has been only fractional change in the former classification, those who left for no reason declined from 34.3% of the total voluntary quits to 13.5% in August. If the improvement shown for just this one month can be continued or even maintained throughout the State it is quite possible that estimates of labor needs may be reduced. That the Plans are working out elsewhere in the State can be noted from comment that, for example, in Stamford turnover has been cut almost in half at some plants; of 500 cases handled in Danbury, no appeals have been made; in Waterbury the separation rate is down 45% from March; etc.

The index of freight shipments originating in eight Connecticut cities declined in August to an estimated 50.5% above normal. Although total tonnage remained close to that for the previous month, patterns for individual stations changed sharply. In New Britain, for example, August tonnage loaded was 36% above the previous high figure for this year. On the other hand, loadings at Bridgeport showed a 37% decrease from the year's high. In connection with rail operations, it is of interest to note that the New Haven Road is pressing an application

for permission to conduct air line service in New England.

The index of construction work in progress in August was estimated at 38.6% below normal. Non-residential construction remains slight with public works the largest contributor. Residential construction, while off somewhat from that undertaken a year or two ago, continues in very good volume. Department of Labor figures for July show that the valuation of new residential building in Connecticut was exceeded by but 10 other states. Inasmuch as these other states included six of the ten largest, adjustment for population sizes would indicate that Connecticut's housing needs are being taken care of in as large a measure as the requirements of any other state.

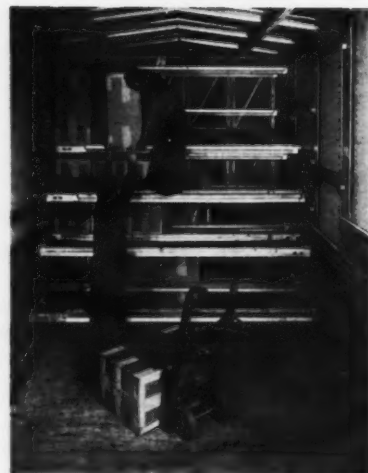
In the week ended September 11, the Bureau of Labor Statistics index of wholesale prices remained unchanged from the previous week and was 3.6% higher than the corresponding week in 1942. In the past four weeks prices have remained steady. The Fairchild Retail Price Index increased 0.1% to 113.1% as of September 1 after having remained unchanged for two consecutive months. This increase brings it to the same level it was in September 1942 after which time it remained unchanged for eight months. However, the index is currently 27.2% higher than in the period just preceding the outbreak of war in Europe in 1939.

The cost of living as reflected by the National Industrial Conference Board Index continued downward declining 0.3% in August compared with a 1.2% drop in July. Food prices fell 0.9% while clothing rose 0.4%. The level of living costs was 4.8% higher than a year ago with food showing the greatest increase over August 1942, a rise of 10.2%. Efforts are being made to reduce living costs an additional 2.25% thereby bringing costs to within 2% of what they were on September 15, 1942. This cut-back would be effected not so much by subsidies of the rollback type as by transportation subsidies and the so-called support price program. The government estimates that the cost of this program will be "well within" \$100 million.

UTILITY LOADER

(Continued from page 11)

at car posts on the sides of the car and detachable longitudinal rails or



CROSS MEMBERS used as a platform in floor-to-roof loading of oil heaters. Illustration shows how easily the Utility Loader makes each small shipment an entirely separate unit.

"wall members" which operate between the vertical members. These may be raised or lowered at half-inch intervals to any desired elevation from floor to roof. This half-inch adjustment makes it possible for the first time to tighten in a box car any type load so that all slack can be removed.

The wall members support sturdy cross members which are used to brace and hold the load. Like the wall members, the cross members may be adjusted at half-inch intervals. The cross adjustment is of extreme value in forcing the cross members tightly against the load at any desired position throughout the entire length of the car, thus preventing shifting of the load and the damage that results therefrom.

Slack in the load is taken up by means of a lever. This is used for tightening the cross members against the load with proper force at required intervals before the load is locked. Locking of the load is accomplished through a device both on the vertical and horizontal planes and requires only a half turn of a socket wrench to hold the members firmly in place against the load.

Thus, by removing the slack, the Utility Loader eliminates the principal cause of damage to goods in transit. This new equipment is carefully designed so that it can be used with a minimum of effort by ordinary crews. The use of skilled labor is eliminated and no special training is required to handle the loader.



QUERIES

By JOSEPH B. BURNS

Counsel

HUNDREDS OF QUESTIONS are coming over the phone, by wire and through the mails to Association staff members each month. Because of the marked similarity and the common interest in many questions which came to this department in September, the answers to them are submitted in this month's column in the belief they will be of material assistance to many other member companies.

QUESTION 1: How can we estimate our 1943 income when we are uncertain as to the amount of money which will be earned between September 15 and December 31?

ANSWER: That is the reason why only an estimate is required. You should attempt an honest guess as to the amount of expected income during the period mentioned and anticipate your tax on that basis. No one can be expected to guess 100% right in this computation and your honest estimate is all that is required.

QUESTION 2: How long will it take the Regional War Labor Board to process a request for a wage increase on the Regional War Labor Board Form 10?

ANSWER: Actually, there is no set time within which an answer on your particular request may be expected. The Regional Board still has a backlog of considerably more than 1,000 cases, and it is unlikely that any request could be handled in less than two or three weeks. Usually the process takes a much longer period of time depending upon the basis on which the request is based.

QUESTION 3: Has the Treasury Department recently revised its salary stabilization regulations?

ANSWER: Yes. The Treasury Department issued amended regulations effective September 4, 1943. Gen-

erally speaking, the regulations operate to clarify the procedures presently followed by the Salary Stabilization Units.

QUESTION 4: Upon what grounds will the Treasury Department Salary Stabilization Unit consider requests for salary increases?

ANSWER: The Treasury Department attitude regarding salary increases does not differ too greatly from the policies of the War Labor Board. Instructions appearing in recent regulations provide that the Salary Stabilization officers will not consider approval of salary increases except in the following instances:

1. To correct substandard salaries.
2. To increase up to the standard set by the Little Steel Formula.
3. To adjust salaries to the minimum of going rates except "in rare and unusual" cases.
4. To provide adjustments necessitated by promotions, reclassifications, merit increases, and the like.

QUESTION 5: Do the new regulations of the War Labor Board which amend General Order No. 31 allow employers of 30 or less to grant a 10¢ hourly wage increase without Board approval?

ANSWER: No. The only change in General Order No. 31 by these amendments operated to insert a definite monetary limitation on the amount of increases instead of proportions on a percentage basis which were previously established. Employers of 30 or less may grant merit increases up to 10¢ an hour without Board approval only where the ceiling rates established before October 3, 1942 are not exceeded, or where the total increase to any employee does not exceed 10¢ per hour during any one year. In addition, the total amount of such increases

should not exceed an average of over 5¢ an hour and such increases should not result in any appreciable rise in cost of production.

QUESTION 6: Has the Office of Price Administration placed the completion of OPA Forms A and B on a mandatory basis?

ANSWER: No. The completion of OPA Forms A and B is still voluntary and recent reports from Washington would indicate that it is the intent of the OPA to leave the completion of these forms on a strictly voluntary basis.

QUESTION 7: Has the War Labor Board established approvable single and range rates for industrial job classifications in Connecticut?

ANSWER: No. The Regional War Labor Board is currently compiling information with a view toward establishing "sound and tested" rate ranges for various job classifications in labor areas. However, this does not mean that the state of Connecticut is considered a single labor area. On the contrary, there are several recognized labor market areas within the state, and rate ranges, when finally established, will apply to the given labor market areas. A step in this direction has already been taken by the Board which has established approved rate ranges for the metal trades industries in the Greater Bridgeport labor area.

QUESTION 8: Will you please explain what is meant by the term "public hearing" as applied to the panel hearing conducted by the National War Labor Board under the War Labor Disputes Act?

ANSWER: The Board rules state: "The requirement that the hearing be public means that the parties must be given the right to attend with such persons as they desire, and that the hearing shall be open to any person who wishes to attend, including representatives of the press."

QUESTION 9: What penalties are imposed upon taxpayers who fail to file an estimated income tax declaration?

ANSWER: Failure to file the declaration results in a penalty of 10% of the total tax. Failure to pay any income tax installment on time results in a penalty of \$2.50 or 2½% of the total tax, whichever is the larger sum.

IT'S MADE IN CONNECTICUT

EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

Accounting Forms			Bathroom Accessories			Bricks—Fire		
The Baker Goodyear Co	New Haven		The Autyre Company	Oakville		Howard Company	New Haven	
Accounting Machines			Bath Tubs			Broaching		
Underwood Elliott Fisher Co	Hartford		The Charles Parker Co	Meriden		The Hartford Special Machinery Co	Hartford	
Adding Machines			Bearings			Brooms—Brushes		
Underwood Elliott Fisher Co	Hartford		Dextone Company	New Haven		The Fuller Brush Co	Hartford	
Advertising Printing			Bells			Buckles		
The Case Lockwood & Brainard Co	Hartford		New Departure Div of General Motors (ball)	Bristol		The Hatheway Mfg Co (Dee Rings)	Bridgeport	
Advertising Specialties			The Fafnir Bearing Co (ball)	New Britain		The Hawie Mfg Co	New Britain	
The H C Cook Co 32 Beaver St	Ansonia		Norma-Hoffmann Bearings Corp (ball and roller)	Stamford		The G E Prentice Mfg Co	New Britain	
Scovill Manufacturing Co (Made to Order)	Waterbury		Belts			John M Russell Mfg Co Inc	Naugatuck	
The Waterbury Button Co	Waterbury		Bevin Brothers Mfg Co	East Hampton		B Schwanda & Sons	Staffordville	
Aero Webbing Products			The Gong Bell Mfg Co	East Hampton		The Patent Button Co	Waterbury	
Russell Mfg Co	Middletown		Sargent and Co	New Haven		The Waterbury Button Co	Waterbury	
Air Compressors			The N N Hill Brass Co	East Hampton		Buffing & Polishing Compositions		
The Spencer Turbine Co	Hartford		Belting			Apothecaries Hall Co	Waterbury	
Aircraft Accessories			Hartford Belting Co	Hartford		Lea Mfg Co	Waterbury	
Warren McArthur Corp (Airplane Seating)	Bantam		The Russell Mfg Co	Middletown		Buffing Wheels		
Aircraft—Repair & Overhaul			The Thames Belting Co	Norwich		The Williamsville Buff Mfg Co	Danielson	
United Airports Div United Aircraft Corp	East Hartford		Benches			Buttons		
Rentschler Field	East Hartford		The Charles Parker Co (piano)	Meriden		B Schwanda & Sons	Staffordville	
Aircraft Tubes			Bent Tubing			The Patent Button Co	Waterbury	
American Tube Bending Co Inc	New Haven		American Tube Bending Co Inc	New Haven		Colt's Patent Fire Arms Mfg Co	Hartford	
Airplanes			Bicycle Coaster Brakes			Scovill Manufacturing Co (uniform fasteners)	Waterbury	
Chance-Vought Aircraft, Div United Aircraft Corp	Stratford		New Departure Div General Motors Corp	Bristol		The Waterbury Button Co	Waterbury	
Aluminum Castings			Bicycle Sundries			Cabinets		
Newton-New Haven Co 688 Third Avenue	West Haven		New Departure Div General Motors Corp	Bristol		The Charles Parker Co (medicine)	Meriden	
Aluminum Forgings			Binders Board			Cable		
Scovill Manufacturing Co (small)	Waterbury		Colonial Board Company	Manchester		The Wiremold Co (electric, non-metallic sheathed)	Hartford	
Aluminum Goods			Biological Products			Cams		
Scovill Manufacturing Co (To Order)	Waterbury		Ernst Bischoff Company Inc	Ivoryton		The Hartford Special Machinery Co	Hartford	
Aluminum—Sheets & Coils			Blades			Canvas Products		
United Smelting & Aluminum Co Inc	New Haven		Canewell Manufacturing Company, Metal Saw Division, (hack saw and band saw)	Hartford		F B Skiff Inc	Hartford	
Ammunition			Blacks			Carpets and Rugs		
Remington Arms Co Inc	Bridgeport		Howard Company (cupola fire clay)	New Haven		Bigelow-Sanford Carpet Co	Thompsonville	
Artificial Leather			Blower Fans			Carpet Lining		
The Permatex Fabrica Corp	Jewett City		The Spencer Turbine Co	Hartford		Palmer Brothers Co	New London	
Zapon Div, Atlas Powder Co	Stamford		Colonial Blower Company	Hartford		Casters—Industrial		
Asbestos			Blower Systems			George P Clark Co	Windsor Locks	
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven		Colonial Blower Company	Hartford		Castings		
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, clutch facings, sheet packing and wick)	Bridgeport		Bolters			The Charles Parker Co (gray iron)	Meriden	
Assemblies, Small			The Bigelow Co	New Haven		The Bradley & Hubbard Mfg Co (gray iron, brass, bronze, aluminum)	Meriden	
The Greist Manufacturing Co	New Haven		Petroleum Heat & Power Co (domestic only)	Stamford		The Gillette-Vibber Co (gray iron, brass, bronze, aluminum, also Bronze Bushing Stock)	New London	
The Wallace Barnes Co Div, Associated Spring Corp	Bristol		Clark Brothers Bolt Co	Milddale		The Sessions Foundry Co (gray iron)	Bristol	
Auto Cable Housing			The O K Tool Co Inc (T-Slot)	33 Hull St Shelton		John M Russell Mfg Inc (brass, bronze and aluminum)	Naugatuck	
The Wiremold Company	Hartford		Box Board			Malleable Iron Fittings Co (malleable iron and steel)	Branford	
Automatic Control Instruments			The Lydall & Foulds Paper Co	Manchester		McLagon Foundry Co (gray iron)	New Haven	
The Bristol Co (temperature, pressure, flow, humidity, time)	Waterbury		National Folding Box Co	New Haven		Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven	
Automobile Accessories			New Haven Pulp & Board Co	Montville		Philbrick-Booth & Spencer Inc (gray iron)	Hartford	
The Rostand Mfg Co (windshields, seats, and body hardware)	Milford		Robertson Paper Box Co	Montville		Scovill Manufacturing Co (brass and bronze)	Waterbury	
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, rivets brass, clutch facings, packing)	Bridgeport		Boxes—Paper—Folding			Union Mfg Co (gray iron)	New Britain	
Automotive Friction Fabrics			Atlantic Carton Corp	Norwich		Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown	
The Russell Mfg Co	Middletown		S Curtis & Son Inc	Sandy Hook		Castings—Permanent Mould		
Automotive & Service Station Equipment			M S Dowd Carton Co	Hartford		The Bradley & Hubbard Mfg Co (zinc and aluminum)	Meriden	
Scovill Manufacturing Co (Canned Oil Dispensers)	Waterbury		National Folding Box Co (paper folding)	New Haven		Centrifugal Blower Wheels		
The Raybestos Div of Raybestos-Manhattan Inc (brake service machinery)	Bridgeport		The Warner Brothers Company	Bridgeport		The Torrington Manufacturing Co	Torrington	
Bakelite Moldings			The New Haven Pulp & Board Co	New Haven		Chain		
The Waterbury Button Co	Waterbury		Robertson Paper Box Co	Montville		John M Russell Mfg Co Inc	Naugatuck	
Balls			Brake Linings			Chain—Welded and Weldless		
The Abbott Ball Co (steel bearing and burnishing)	Hartford		Colt's Patent Fire Arms Mfg Co	Hartford		Bridgeport Chain & Mfg Co	Bridgeport	
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless, aluminum)	Hartford		The Raybestos Div of Raybestos-Manhattan Inc (automotive and industrial)	Bridgeport		Chains—Bead		
Barrels			The Russell Mfg Co	Middletown		The Bead Chain Mfg Co	Bridgeport	
The Abbott Ball Co (burnishing and tumbling)	Hartford		Brass and Bronze			Chemicals		
The Hartford Steel Ball Co (tumbling)	Hartford		The American Brass Co (sheet, wire rods, tubes)	Waterbury		Apothecaries Hall Co	Waterbury	
Bathroom Accessories			The Bristol Brass Corp (sheet, wire, rods)	Bristol		MacDermid Incorporated	Waterbury	
The Autyre Company	Oakville		The Miller Company (phosphor bronze and brass in sheets, strips, rolls)	Meriden		American Cyanamid & Chemical Corp	Waterbury	
The Charles Parker Co	Meriden		The Thinsheet Metals Co (sheets and rolls)	Waterbury		Chromium Plating		
Bath Tubs			Brass Goods			Chromium Corp of America	Waterbury	
Dextone Company	New Haven		Sargent and Company	New Haven		The Chromium Process Company	Derby	
Bearings			Scovill Manufacturing Co (To Order)	Waterbury		Chucks & Face Plate Jaws		
New Departure Div of General Motors (ball)	Bristol		Brass Mill Products			Union Mfg Co	New Britain	
The Fafnir Bearing Co (ball)	New Britain		Bridgeport Brass Co	Bridgeport		Clamps—Wood Workers		
Norma-Hoffmann Bearings Corp (ball and roller)	Stamford		Scovill Manufacturing Co	Waterbury		Sargent and Company	New Haven	
Bells			Brass Stencils—Interchangeable			Clay		
Bevin Brothers Mfg Co	East Hampton		The Fletcher Terry Co	Box 415, Forestville		Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	
The Gong Bell Mfg Co	East Hampton		Brick—Building					
Sargent and Co	New Haven		The Donnelly Brick Co	New Britain				
The N N Hill Brass Co	East Hampton							

IT'S MADE IN CONNECTICUT

Cleansing Compounds
MacDermid Incorporated Waterbury

Clutch Facings
The Russell Mfg Co Middletown

Clutch-Friction
The Carlyle Johnson Mach Co (Johnson Expanding Ring; Multiple Disc Maxitorq) Manchester

Comfortables
The Raybestos Div of Raybestos-Manhattan Inc (clutch facings—molded, woven, fabric, metallic) Bridgeport

Cones
Palmer Brothers Co New London

Consulting Engineers
Sonoco Products Co (Climax-Lowell Div) Mystic (Paper)

Contract Machining
The Stanley P Rockwell Co Inc (Consulting) 296 Homestead Ave Hartford

Contract Manufacturers
Malleable Iron Fittings Company Branford

Copper
The Greist Mfg Co (metal parts and assemblies) 503 Blake St New Haven

Copper
The American Brass Co (sheet, wire, rods, tubes) Waterbury

Copper Sheets
The Bristol Brass Co (sheet) Bristol

Copper Shingles
Scovill Manufacturing Co (pipe and service tubing) Waterbury

Copper Water Tube
The Thinsheet Metals Co (sheets and rolls) Waterbury

Cork Cots
The New Haven Copper Co Seymour

Corrugated Box Manufacturers
The New Haven Copper Co Seymour

Corrugated Shipping Cases
Bridgeport Brass Co Bridgeport

Cosmetics
Sonoco Products Co (Climax-Lowell Div) Mystic

Cotton Batting & Jute Batting
The Danbury Square Box Co Danbury

Cotton Yarn
D L & D Container Corp 87 Shelton Ave New Haven

Counting Devices
Connecticut Corrugated Box Div Robert Gair Co Inc Portland

Cut Stone
Northam Warren Corporation Stamford

Cutters
The J B Williams Co Glastonbury

Counting Devices
Palmer Brothers New London

Counting Devices
The Floyd Cranska Co Moosup

Counting Devices
Veeder-Root Inc Hartford

Counting Devices
The Dextone Co New Haven

Counting Devices
The Standard Machinery Co (rotary board, single and duplex) Mystic

Counting Devices
The O K Tool Co Inc (inserted tooth milling) 33 Hull St Shelton

Counting Devices
M H Rhodes Inc Hartford

Counting Devices
Dictating Machines Bridgeport

Counting Devices
The Soundcriber Corporation New Haven

Counting Devices
Die Castings Newton-New Haven Co Inc 688 Third Ave New Haven

Counting Devices
The Hoggson & Pettis Mfg Co 141 Brewery St New Haven

Counting Devices
The Eastern Machine Screw Corp Truman & Barclay Sts New Haven

Counting Devices
The Geometric Tool Co New Haven

Counting Devices
Colt's Patent Fire Arms Mfg Co Hartford

Counting Devices
Palmer Brothers Co New London

Counting Devices
Wilcox Crittenden & Co Inc Middletown

Counting Devices
The Blakeslee Forging Co Plantville

Counting Devices
Atwater Mfg Co Plantville

Counting Devices
Capewell Mfg Company Hartford

Counting Devices
The Allen Manufacturing Co Hartford

Counting Devices
The Collins Co (axes and other edged tools) Collinsville

Counting Devices
The Russell Mfg Co Middletown

Counting Devices
The Silux Co 80 Pliny St Hartford

Counting Devices
Rockbestos Products Corp (asbestos insulated) New Haven

Counting Devices
The Gillette-Vibber Company New London

Electric Cords
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Eye Control
United Cinephone Corporation Torrington

Electric-Commutators & Segments
The Cameron Elec Mfg Co (rewinding motors) Ansonia

Electric Fixture Wire
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Heating Element & Units
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Panel Boards
The Plainville Electrical Products Co Plainville

Electric Wire
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Control Apparatus
The Whitney Blake Co (Graybar Elec Co Exclusive Distributors) Hamden

Electric Control Apparatus
The Trumbull Electric Mfg Co Plainville

Electric Control Apparatus
Colt's Patent Fire Arms Mfg Co Hartford

Electrical Goods
The Bristol Co Waterbury

Electrical Goods
A C Gilbert Co New Haven

Electrical Goods
Colt's Patent Fire Arms Mfg Co Hartford

Electrical Goods
Colt's Patent Fire Arms Mfg Co Hartford

Electrical Goods
The Gray Manufacturing Company Hartford

Electrical Goods
W T Barnum & Co Inc (all classes) New Haven

Electrical Goods
The Eastern Machinery Co (passenger and freight) New Haven

Electrical Goods
General Elevator Service Co Inc (freight, passenger and residence) Hartford

Electrical Goods
The Embalmer's Supply Co Westport

Electrical Goods
Wolverine Motor Works Inc (diesel stationary marine) Bridgeport

Electrical Goods
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) East Hartford

Electrical Goods
Plimpton Mfg Co Div U S Envelope Co Hartford

Electrical Goods
Curtis 1000 Inc Hartford

Electrical Goods
The Walton Co 94 Allyn St Hartford

Electrical Goods
The Platt Bros & Co P O Box 1030 Waterbury

Electrical Goods
Scovill Manufacturing Co Waterbury

Electrical Goods
The Waterbury Button Co Waterbury

Electrical Goods
The G E Prentice Mfg Co New Britain

Electrical Goods
Sargent and Co New Haven

Electrical Goods
Scovill Manufacturing Co (snap) Waterbury

Electrical Goods
American Felt Co (mills & cutting plant) Glenville

Electrical Goods
The Waterbury Button Co Waterbury

Electrical Goods
The C H Norton Co North Westchester

Electrical Goods
The H C Cook Co 32 Beaver St Ansonia

Electrical Goods
Colt's Patent Fire Arms Mfg Co Hartford

Electrical Goods
Remington Arms Co Inc Bridgeport

Electrical Goods
Fabrica Fire Hose Co (municipal and industrial) Sandy Hook

Electrical Goods
The John P Smith Co (screens) 423-33 Chapel St New Haven

Electrical Goods
The Rostand Mfg Co Milford

Electrical Goods
The Dextone Co New Haven

Electrical Goods
The Horton Mfg Co (reels, rods, lines) Bristol

Electrical Goods
The Bevin-Wilcox Line Co (lines) East Hampton

Electrical Goods
The H C Cook Co 32 Beaver St Ansonia

Electrical Goods
Scovill Manufacturing Co (metal) Waterbury

Electrical Goods
The Wiremold Company Hartford

Electrical Goods
Clark Brothers Bolt Co Milldale

Electrical Goods
Heppenstall Co (all kinds and shapes) Bridgeport

Electrical Goods
Scovill Manufacturing Co (non-ferrous) Waterbury

Electrical Goods
Union Mfg. Co (gray iron) New Britain

Electrical Goods
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

Electrical Goods
The Sessions Foundry Co (iron) Bristol

Electrical Goods
The John P Smith Co 423-33 Chapel St New Haven

Electrical Goods
Rolock Inc (brass, galvanized, steel) Southport

Furnace Linings
The Mullite Refractories Co Shelton

Furniture Pads
The Gilman Brothers Company Gilman

Fuses
Colt's Patent Fire Arms Mfg Co Hartford

Galvanizing & Electric Plating
The Gillette-Vibber Co New London

Galvanizing
Malleable Iron Fittings Co Branford

Gaskets
Wilcox Crittenden & Co Inc Middletown

Gauges
The Raybestos Div of Raybestos-Manhattan Inc Bridgeport

Gauges
The Bristol Co (pressure and vacuum—recording automatic control) Waterbury

Gears—Reverse & Reduction for Motor Boats
The Snow-Nabstedt Gear Corp. New Haven

Gears and Gear Cutting
The Hartford Special Machinery Co Hartford

General Plating
The Gray Mfg Co (Zerol Bevel) Hartford

Glass Coffee Makers
The Chromium Process Co (copper, nickel, chromium and cadmium plating) Derby

Glass Cutters
The Silux Co 80 Pliny St Hartford

Golf Equipment
The Fletcher Terry Co Box 415, Forestville

Graphite Crucibles & Products
The Horton Mfg Co (clubs, shafts, balls, bags) Bristol

Greeting Cards
American Crucible Co Shelton

Grinding
A D Steinbach & Sons Inc New Haven

Grinding
The Centerless Grinding Co Inc (Precision custom grinding; centerless, cylindrical, surface, internal, and special) Bridgeport

Grinding
The Hartford Special Machinery Co (gears, threads, cams and splines) Hartford

Hardware
Sargent and Co New Haven

Hardware
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown

Hardware—Trailer Cabinet
The Excelsior Hardware Co Stamford

Hardware, Trunk & Luggage
J H Sessions & Son Bristol

Hat Machinery
Doran Brothers Inc Danbury

Headers
The E J Manville Machine Co Waterbury

Heat Treating
The A F Holden Co 200 Winchester St New Haven

Heat Treating
The Bennett Metal Treating Co Elmwood

Heat Treating
1045 New Britain Ave Elmwood

Heat Treating
The Stanley P Rockwell Co Inc Hartford

Heat Treating
296 Homestead Ave Shelton

Heat Treating
The Driscoll Wire Company Shelton

Heat Treating
The Autotype Company Oakville

Heat Treating
The A F Holden Co 200 Winchester St New Haven

Heat Treating
The Stanley P Rockwell Co Inc (commercial) Hartford

Heat Treating
296 Homestead Ave Hartford

Heat Treating
The Wallace Barnes Co Div Associated Spring Corp Bristol

Heating Apparatus
The Miller Company (domestic oil burners and heating devices) Meriden

Highway Guard Rail Hardware
Crane Company Bridgeport

Hinges
Malleable Iron Fittings Co Branford

Hinges
Sargent and Company New Haven

Holists and Trolleys
Homer D Bronson Company Beacon Falls

Hollow Screws
Union Mfg Company New Britain

Hose Supporter Trimmings
The Allen Manufacturing Co Hartford

Hot Water Heaters
The Hawie Mfg Co (So-Lo Grip Tabs) Bridgeport

Hot Water Heaters
Petroleum Heat & Power Co (Instantaneous domestic oil burner) Stamford

Industrial Finishes
Zapon Div Atlas Powder Co Stamford

Insecticides
American Cyanamid & Chemical Corp Waterbury

Insulating Refractories
The Gilman Brothers Co Gilman

Insulating Refractories
The Mullite Refractories Co Shelton

Insulating Refractories
J H Sessions & Son Bristol

IT'S MADE IN CONNECTICUT

Joining		
The Raybestos Div of Raybestos-Manhattan Inc (compressed sheet)	Bridgeport	
Key Blanks		
Sargent and Company	New Haven	
The Graham Mfg Co	Derby	
Labels		
J & J Cash Inc (Woven)	South Norwalk	
Lacquers & Synthetic Enamels		
Zapon Div Atlas Powder Co	Stamford	
Ladders		
A W Flint Co	196 Chapel St New Haven	
Lamps		
The Rostand Mfg Company (brass, colonial style & brass candlesticks)	Milford	
Leather		
Herman Roser & Sons Inc (Genuine Pigskin)	Glastonbury	
Leather Goods Trimmings		
The G E Prentice Mfg Co	New Britain	
Letterheads		
Lehman Brothers Inc (designers, engravers, lithographers)	New Haven	
Lighting Equipment		
The Miller Co (Miller, Duplexalite, Ivanhoe)	Meriden	
Locks		
The Waterbury Button Co	Waterbury	
Locks—Cabinet		
Sargent and Company	New Haven	
Locks—Suitcase and Trimmings		
The Excelsior Hardware Co	Stamford	
Locks—Trunk		
The Excelsior Hardware Co	Stamford	
Locks—Zipper		
The Excelsior Hardware Co	Stamford	
Loom-Non-Metallic		
The Wiremold Company	Hartford	
Machine Work		
The Hartford Special Machinery Co (contract work only)	Hartford	
The Torrington Manufacturing Co (special rolling mill machinery)	Torrington	
Machinery		
The Hallden Machine Company (mill)	Thomaston	
The Torrington Manufacturing Co. (mill)	Torrington	
The Standard Machinery Co (bookbinders)	Mystic	
Machinery Dealers & Rebuilders		
Botwinick Brothers	New Haven	
Machinery Dealers Inc	New Haven	
J L Lucas and Son	Fairfield	
Machines		
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport	
The Patent Button Company	Waterbury	
Machines—Automatic		
The A H Nilson Mach Co (Special)	Bridgeport	
Machines—Forming		
The A H Nilson Mach Co (four-slide wire and ribbon stock)	Bridgeport	
Marine Equipment		
The Rostand Mfg Co (portlights, deck, cabin and sailboat hardware)	Milford	
Wilcox Crittenden & Co Inc	Middletown	
Marking Devices		
The Hoggson & Pettis Mfg Co	New Haven	
Matrices		
W T Barnum & Co Inc	New Haven	
Mattresses		
Palmer Brothers Co	New London	
Waterbury Mattress Co	Waterbury	
Mechanical Assemblies—Small		
M H Rhodes Inc	Hartford	
Metal Cleaners		
Apothecaries Hall Co	Waterbury	
Metal Cleaning Machines		
Colt's Patent Fire Arms Mfg Co	Hartford	
Metal Goods		
Bridgeport Brass Co (to order)	Bridgeport	
Metal Novelties		
The H C Cook Co	32 Beaver St Ansonia	
The Waterbury Button Co	Waterbury	
Metal Products—Stampings		
J H Sessions & Son	Bristol	
Scovill Manufacturing Co (Made to Order)	Waterbury	
Metal Specialties		
The Excelsior Hardware Co	Stamford	
The G E Prentice Mfg Co	New Britain	
Metal Stampings		
The Autoyre Co (small)	Oakville	
The Patent Button Co	Waterbury	
The Excelsior Hardware Co	Stamford	
J H Sessions & Son	Bristol	
The H C Cook Co	32 Beaver St Ansonia	
The Greist Mfg Co	503 Blake St New Haven	
The Waterbury Button Co	Waterbury	
Bridgeport Chain & Mfg Co	Bridgeport	
Microfilming		
Microstat Corp of New England Inc	Norwalk	
Milk Bottle Carriers		
The John P Smith Co 323-33 Chapel St	New Haven	
Millboard		
The Raybestos Div of Raybestos-Manhattan Inc (asbestos)	Bridgeport	
Mill Supplies		
Wilcox Crittenden & Co Inc	Middletown	
Moulded Plastic Products		
The Patent Button Co	Waterbury	
Colt's Patent Fire Arms Mfg Co	Hartford	
The Watertown Mfg Co 117 Echo Lake Road	Watertown	
Moulds		
The Hoggson & Pettis Mfg Co (steel) 141 Brewery St	New Haven	
The Seasons Foundry Co. (heat resisting for non ferrous metals)	Bristol	
Nickel Anodes		
Apothecaries Hall Co	Waterbury	
The Seymour Mfg Co	Seymour	
Nickel Silver		
The Seymour Mfg Co	Seymour	
Nuts Bolts and Washers		
Clark Brothers Bolt Co	Milldale	
Office Equipment		
Underwood Elliott Fisher Co	Hartford	
Oil Burners		
The Silent Glow Oil Burner Corp	Hartford	
1477 Park St	Hartford	
Petroleum Heat & Power Co (domestic commercial and industrial)		
Petroleum Heat & Power Co (domestic commercial and industrial)	Stamford	
The Miller Company (domestic)	Meriden	
Oil Burner Wick		
The Raybestos Div of Raybestos-Manhattan Inc	Bridgeport	
Packing		
The Raybestos Div of Raybestos-Manhattan Inc (rubber sheet and automotive)	Bridgeport	
Paints and Enamels		
The Tredennick Paint Mfg Co	Meriden	
Paperboard		
Connecticut Corrugated Box Div Robert Gair Co Inc	Portland	
The New Haven Pulp & Board Co		
The New Haven Pulp & Board Co	New Haven	
Paper Boxes		
National Folding Box Co (folding)	New Haven	
The New Haven Pulp & Board Co	New Haven	
Robertson Paper Box Co (folding)	Montville	
The Strouse, Adler Co	New Haven	
Atlantic Carton Corp (folding)	Norwich	
The Warner Brothers Company	Bridgeport	
Paper Clips		
The H C Cook Co (steel) 32 Beaver St Ansonia	Ansonia	
Paper Tubes and Cores		
Sonoco Products Co (Climax-Lowell Div)	Mystic	
Parallel Tubes		
Sonoco Products Co (Climax-Lowell Div)	Mystic	
Pharmaceutical Specialties		
Ernst Bischoff Company Inc	Ivoryton	
Phosphor Bronze		
The Seymour Mfg Co	Seymour	
The Bristol Brass Corp (sheet)	Bristol	
The Miller Company (sheets, strips, rolls)	Meriden	
Pipe		
The American Brass Co (brass and copper)	Waterbury	
Howard Co (cement well and chimney)	New Haven	
Crane Company (fabricated)		
Bridgeport Brass Co (brass & copper)	Bridgeport	
Scovill Manufacturing Co (copper, red brass and yellow brass)		
Scovill Manufacturing Co (copper, red brass and yellow brass)	Waterbury	
Pipe Fittings		
Malleable Iron Fittings Co	Branford	
Plastics—Extruded		
Extruded Plastics Inc	Norwalk	
Platers		
The Patent Button Co	Waterbury	
The Plainville Electro Plating Co	Plainville	
Platers—Chrome		
The Plainville Electro Plating Co	Plainville	
The Hartford Chrome Corporation	Hartford	
Platers' Equipment		
MacDermid Incorporated	Waterbury	
Plumbers' Brass Goods		
Bridgeport Brass Co	Bridgeport	
Scovill Manufacturing Co	Waterbury	
Plumbing Specialties		
John M Russell Mfg Co Inc	Naugatuck	
Pole Line		
Malleable Iron Fittings Co	Branford	
Polishing Wheels		
The Williamsville Buff Mfg Co	Danielson	
Presses		
The Standard Machinery Co (plastic embossing, and die cutting)	Mystic	
Propellers—Aircraft		
Hamilton Standard Propellers Div United Aircraft Corp	East Hartford	
Propeller Fan Blades		
The Torrington Manufacturing Co	Torrington	
Punches		
The Hoggson & Pettis Mfg Co (ticket & cloth)	New Haven	
141 Brewery St	New Haven	
Putty Softeners—Electrical		
The Fletcher Terry Co	Box 415 Forestville	
Pyrometers		
The Bristol Co (recording and controlling)	Waterbury	
Radiation-Finned Copper		
The G & O Manufacturing Company	New Haven	
Railroad Equipment		
The Rostand Mfg Co (baggage racks and mirrors for passenger cars)	Milford	
Rayon Yarns		
The Hartford Rayon Corp	Rocky Hill	
Reamers		
The O K Tool Co Inc (inserted tooth)	Shelton	
Recorders		
The Bristol Co (automatic controllers, temperature, pressure, flow, humidity)	Waterbury	
Refractories		
Howard Company	New Haven	
Resistance Wire		
The C O Jelliff Mfg Co (Nickel chromium, kanthal)	Southport	
Retainers		
The Hartford Steel Ball Co (bicycle & automotive)	Hartford	
Reverse Gear—Marine		
The Carlyle Johnson Mach Co	Manchester	
Riveting Machines		
The Grant Mfg & Machine Co	Bridgeport	
The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment)	Bridgeport	
Rivets		
The Connecticut Manufacturing Company	Waterbury	
Clark Brothers Bolt Co	Milldale	
The Blake & Johnson Co (brass, copper and non-ferrous)	Waterville	
J H Sessions & Son	Bristol	
The Raybestos Div of Raybestos-Manhattan Inc (brass and aluminum tubular and solid copper)	Bridgeport	
The Raybestos Div of Raybestos-Manhattan Inc (iron)	Bridgeport	
Rods		
The Bristol Brass Corp (brass and bronze)	Bristol	
Roof Coatings & Cements		
Tilo Roofing Co Inc	Stratford	
Roofing—Built Up		
Tilo Roofing Co Inc	Stratford	
Rubber Chemicals		
The Stamford Rubber Supply Co ("Factice" Vulcanized Vegetable Oils)	Stamford	
Rubberized Fabrics		
The Duro-Gloss Rubber Co	New Haven	
Rubber Footwear		
The Goodyear Rubber Co	Middletown	
United States Rubber Prod Inc (Keds, Kedettes, Gaytees, U S Royal Footwear)	Naugatuck	
Rubbish Burners		
The John P Smith Co 423-33 Chapel St	New Haven	
Safety Fuses		
The Ensign-Bickford Co (mining & detonating)	Simsbury	
Saw Blades		
The Capewell Mfg Co (Hack Saw, Band Saw)	Hartford	
Saws, Band, Metal Cutting		
Atlantic Saw Mfg Co	New Haven	
Scales—Industrial Dial		
The Kron Company	Bridgeport	
Scissors		
The Acme Shear Company	Bridgeport	
Screw Machine Products		
The Apex Tool Co Inc	Bridgeport	
The Connecticut Manufacturing Company	Waterbury	
Corbin Screw Div, American Hardware Corp	New Britain	
The Blake & Johnson Co		
The Centerless Grinding Co Inc (Heat treated and ground type only)	Waterville	
19 Staples Street	Bridgeport	
The Eastern Machine Screw Corp		
Truman & Barclay St	New Haven	
The Humason Mfg Co	Forestville	
The Greist Mfg Co (Up to 1½" capacity)	New Haven	
Scovill Manufacturing Co	Waterbury	
	(Adv.)	

IT'S MADE IN CONNECTICUT

Screws
The Blake & Johnson Co (machine) Waterville
Corbin Screw Div, American Hardware Corp New Britain
Sargent and Company New Haven
Clark Brothers Bolt Co Milldale
The Charles Parker Co (wood) Meriden
Scovill Manufacturing Co (cap and machine) Waterbury
The Connecticut Mfg Co (machine) Waterbury

Scythes
Winsted Manufacturing Co Winsted

Sewing Machines
The Greist Mfg Co (Sewing machine attachments) 503 Blake St New Haven
The Merrow Machine Co (Industrial) Hartford

Shaving Soaps
The J B Williams Co Glastonbury

Shears
The Acme Shear Co (household) Bridgeport

Sheet Metal Products
The American Brass Co (brass and copper) Waterbury

Sheet Metal Stampings
The American Buckle Co West Haven
The Patent Button Co Waterbury
J H Sessions & Son Bristol

Showcase Lighting Equipment
The Wiremold Company Hartford

Shower Stalls
Dextone Company New Haven

Signals
The H C Cook Co (for card files) Ansonia
32 Beaver St

Silks
Cheney Brothers South Manchester

Sizing and Finishing Compounds
American Cyanamid & Chemical Corp Waterbury

Smoke Stacks
The Bigelow Company (steel) New Haven

Soap
The J B Williams Co (industrial soaps, toilet soaps, shaving soaps) Glastonbury

Special Parts
The Greist Mfg Co (small machined, especially precision stampings) New Haven

Spinnings
The Gray Manufacturing Company Hartford

Sponge Rubber
The Sponge Rubber Products Co Derby

Spreads
Palmer Brothers Company New London

Spring Colling Machines
The Torrington Manufacturing Co Torrington

Spring Units
American Chain & Cable Co Inc Bridgeport
Owen Silent Spring Co Inc (mattresses and upholstery furniture) Bridgeport

Spring Washers
The Wallace Barnes Co Div Associated Spring Corp Bristol

Springs—Coil & Flat
The Humason Mfg Co Forestville
The Wallace Barnes Co Div Associated Spring Corp Bristol

Springs—Flat
The Wallace Barnes Co Div Associated Spring Corp Bristol

Springs—Furniture
American Chain & Cable Co Inc Bridgeport
Owen Silent Spring Co Inc Bridgeport

Springs—Wire
The Wallace Barnes Co Div Associated Spring Corp Bristol
J. W. Bernston Company (Coil and Torsion) Plainville

Springs, Wire & Flat
The Autoyre Company Oakville

Stair Pads
Palmer Brothers Company New London

Stamps
The Hoggson & Pettis Mfg Co (steel) 141 Brewery St New Haven

Stampings—Small
The Greist Manufacturing Co New Haven
The Wallace Barnes Co Div Associated Spring Corp Bristol

Staples
Sargent and Company New Haven

Steel Castings
The Hartford Electric Steel Co (carbon and alloy steel) 540 Flatbush Ave Hartford
Malleable Iron Fittings Co Branford
Nutmeg Crucible Steel Co Branford

Steel—Cold Rolled Spring
The Wallace Barnes Co Div Associated Spring Corp Bristol

Steel—Cold Rolled Stainless
Wallingford Steel Company Wallingford

Steel—Cold Rolled Strip and Sheets
Wallingford Steel Company Wallingford

Steel Goods
Scovill Manufacturing Co (To Order) Waterbury

Steel—Magnetic
Cinaudagraph Corporation Stamford

Stereotypes
W T Barnum & Co Inc New Haven

Stop Clocks, Electric
The H C Thompson Clock Co Bristol

Studio Couches
Waterbury Mattress Co Waterbury

Super Refractories
The Mullite Refractories Co Shelton

Surface Metal Raceways & Fittings
The Wiremold Company Hartford

Switchboards
Plainville Electrical Products Co Plainville

Switchboards Wire and Cables
Rockbestos Products Corp (asbestos insulated) New Haven

Switches
Colt's Patent Fire Arms Mfg Co Hartford

Tanks
The Bigelow Company (steel) New Haven

Tape
The Russell Mfg Co Middletown

Tap Extractors
The Walton Co 94 Allyn St Hartford

Taps, Collapsing
The Geometric Tool Co New Haven

Tarred Lines
Brownell & Co Inc Moodus

Telemetering Instruments
The Bristol Co Waterbury

Textile Machinery
The Merrow Machine Co 2814 Laurel St Hartford

Textile Mill Supplies
Ernst Bischoff Company Inc Ivoryton

Textile Processors
The Aspinook Corp (cotton) Jewett City

Thermometers
The Bristol Co (recording and automatic control) Waterbury

Thin Gauge Metals
The Thinsheet Metals Co (plain or tinned in rolls) Waterbury

Thread
Max Pollack & Co Inc Groton
The American Thread Co Willimantic
The Gardiner Hall Jr Co (cotton sewing) South Willington

Threading Machines
Wm Juhl Manufacturing Co Mystic

Time Recorders
The Grant Mfg & Machine Co (double and automatic) Bridgeport

Timers, Interval
Stromberg Time Corp Thomaston

Timing Devices and Time Switches
The H C Thompson Clock Co Bristol
M H Rhodes Inc Hartford

Tinning
Wilcox Crittenden & Co Inc Middletown
The Thinsheet Metals Co (non-ferrous metals in rolls) Waterbury

Tools
The Hoggson & Pettis Mfg Co (rubber workers) 141 Brewery St New Haven
The O K Tool Co Inc (inserted tooth metal cutting) 33 Hull St Shelton

Tools, Dies & Fixtures
The Greist Mfg Co New Haven

Toys
A C Gilbert Company New Haven
The Gong Bell Co East Hampton
The N N Hill Brass Co East Hampton

Trucks—Industrial
George P Clark Co Windsor Locks

Trucks—Lift
The Excelsior Hardware Co Stamford
George P Clark Co Windsor Locks

Trucks—Skid Platforms
The Excelsior Hardware Co Stamford

Tube Bending
American Tube Bending Co Inc New Haven

Tube Clips
The H C Cook Co (for collapsible tubes) 32 Beaver St Ansonia

Tubing
The American Brass Co (brass and copper) Waterbury
Scovill Manufacturing Co (copper alloys) Waterbury

Tubing—Condenser
Scovill Manufacturing Co Waterbury

Tubing (Extruded Plastic)
Extruded Plastics Inc Norwalk

Typewriters
Underwood Elliott Fisher Co Hartford

Typewriter Ribbons
Underwood Elliott Fisher Co Hartford

Underclearer Rolls
Sonoco Products Co (Climax-Lowell Div) Mystic

Vacuum Bottles and Containers
American Thermos Bottle Co Norwich

Vacuum Cleaners
The Spencer Turbine Co Hartford

Valves—Automatic Air
Beaton & Cadwell Mfg Co New Britain

Valves—Flush
Beaton & Cadwell Mfg Co New Britain

Valves—Relief & Control
Beaton & Cadwell Mfg Co New Britain

Ventilating Systems
Colonial Blower Company Hartford

Vises
The Charles Parker Co Meriden

Washers
The Blake & Johnson Co (brass, copper & non-ferrous) Waterville
American Felt Co (felt) Glenville
Clark Brothers Bolt Co Milldale
The Sessions Foundry Co (cast iron) Bristol
J H Sessions & Son Bristol
The Raybestos Div of Raybestos-Manhattan Inc (clutch washers) Bridgeport

Watches
Benrus Watch Co 30 Cherry St Waterbury

Waterproof Dressings for Leather
The Viscal Company Stamford

Webbing
The Russell Mfg Co Middletown

Welding Rods
The Bristol Brass Corp (brass & bronze) Bristol

Wheels—Industrial
George P Clark Co Windsor Locks

Wicks
The Russell Mfg Co Middletown
The Raybestos Div of Raybestos-Manhattan Inc (oil burner wicks) Bridgeport

Wire
The Bristol Brass Corp (brass & bronze) Bristol
The Driscoll Wire Co (steel) Shelton
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted
The Atlantic Wire Co (steel) Branford
The Platt Bros & Co (zinc wire) P O Box 1030 Waterbury
Rockbestos Products Corp (asbestos insulated) New Haven
Scovill Manufacturing Co (brass, bronze and nickel silver) Waterbury

Wire Arches and Trellis
The John P Smith Co New Haven
423-33 Chapel St

Wire Baskets
Rolock Inc (for acid, heat, degreasing) Fairfield

Wire Cable
The Bevin-Wilcox Line Co (braided) East Hampton

Wire Cloth
The C O Jelliff Mfg Co (All metals, all meshes) Southport

Wire Drawing Dies
The Waterbury Wire Die Co Waterbury

Wire Dipping Baskets
The John P Smith Co New Haven
423-33 Chapel St

Wire—Enameled Magnet
Sweet Wire Co Winsted

Wire Formings
The Autoyre Co Oakville

Wire Forms
The Humason Mfg Co Forestville
The Wallace Barnes Co Div Associated Spring Corp Bristol

Wire Goods
The Patent Button Co Waterbury
The American Buckle Co (overall trimmings) West Haven

Wire Mesh
Scovill Manufacturing Co (To Order) Waterbury

Wiremolding
Rolock Inc (all meshes and metals) Fairfield

Wiremolding
The Wiremold Company Hartford

Wire Nuts—Solderless
The Wiremold Company Hartford

Wire Reels
The A H Nilson Mach Co Bridgeport

Wire Partitions
The John P Smith Co New Haven
423-33 Chapel St

Wire Rings
The American Buckle Co (pan handles and tinner's trimmings) West Haven

Wire Shapes
Bridgeport Chain & Mfg Co Bridgeport

Woodwork
C H Dresser & Son Inc (Mfg all kinds of woodwork) Hartford

Yarns
The Ensign-Bickford Co (jute carpet) Simsbury
Reynolds & Co (cotton, rayon) Norwich

Zinc
The Platt Bros & Co (ribbon, strip and wire) P O Box 1030 Waterbury

Zinc Castings
Newton-New Haven Co Inc 688 Third Ave West Haven (Advt.)

SERVICE SECTION

FOR SALE—RENT—WANTED

FOR SALE—Valuable industrial property located within City of New Britain, with siding on the New York, New Haven and Hartford Railroad—Land area, assessed at \$53,820.00, consists of 116,015 square feet, and buildings, assessed at \$137,700.00 and contain 179,876 square feet of space—Local tax rate 29 mills—Approximately 67,000 square feet of space rented to tenants on leases which contain a six months recapture clause in the event of change of ownership and 36,000 square feet to tenants on a thirty day basis—Income from rentals amounts to \$20,000.00 per year. Address R. E. 119.

FOR SALE—ELECTRIC FURNACE—250-lb. Detroit Electric Furnace, together with necessary transformers and equipment, ready for immediate operation upon installation. New Britain. Address S. E. 368.

FOR SALE—1 Curtis Steam Turbine No. 8678—KW. 100—Speed 3,600—Form E—Steam Pressure 150 lbs.—Condensing. 1 General Electric Alternating Current Generator—No. 482647—P. F. 80%, Type ATB—2-125-3600—Form T—KW 100, Volts 600, Amps 120—Speed 3600. 1 Wheeler Condenser No. 03618—Size 5 x 12 x 10. Address S. E. 353.

WANTED TO BUY—All of the outstanding shares of capital stock of a large manufacturing company having little or no present earnings—Must have invested capital of at least one million dollars, preferably several million—Your reply will be held strictly confidential by interested party. Address RE 119A.

FOR SALE—Over 7,000 new surplus parts due to cancellation of machine tool contract. V-belts, pulleys, pumps, gear works, etc. List furnished on request. Address S. E. 337.

FOR SALE—632 new motors from ¼ HP to 3 HP inclusive. All 3 phase—List furnished on request. Address S. E. 338.

FOR SALE—Remington Rand Electric Bookkeeping Machine, Model No. 85-E, with 14 registers, and all attachments. Excellent condition. Address S. E. 358.

FOR SALE—1 Smith & Mills Shaper 16", rebuilt, complete with counter-shaft and vise—1 South Bend lathe, serial number 45813, 5 foot bed, 16" swing, complete with change gears and counter shaft. Address S. E. 375.

FOR SALE—About 30 items of Machine Tools. List furnished upon request. Address S. E. 379.

FOR SALE—Wooden box shooks sufficient to make 780 complete cases of the following dimensions:—3¼" x 4" x 5" I.D., ¾" pine stock, double ends. Address S. E. 383.

FOR RENT—4000 sq. ft. of floor space on the second floor of one of Meriden's central business buildings. Elevator service and drive in facilities. Suitable for storage or manufacturing. Address R. E. 127.

FOR RENT—All or part modern brick 3 story building approximately 17,000 sq. ft.—sprinkler system—heavy mill construction—elevator—ground floor concrete suitable for garage or heavy manufacturing. Address R. E. 125.

WANTED—Large fireproof safe—Also wanted one miniature fireproof safe for home use. Address S. E. 381.

PERSONNEL

ACCOUNTANT—28 years treasurer and controller large retail house—would like to use organizational ability and experience in industry—age 52—\$4,000—Hartford area. Address P. W. 892.

PRODUCTION—Lifetime of top-ranking production management—man over 50 and in excellent health—wants to contribute knowledge of plant management to production for war—American citizen, born in Switzerland—married—son an ensign in U. S. Navy. Address P. W. 940.

EXECUTIVE SMALL COMPANY—M.I.T. graduate Engineering & Bus. Admin.—45 years old, married—22 years experience sales and industrial engineering, finance, sales promotion (and postwar planning), industrial research and handling men—desires position as manager sales promotion, industrial engineering, personnel and public relations, assistant treasurer in company with postwar future—\$100 minimum. Address P. W. 956.

EXECUTIVE (46) experienced in sales promotion, marketing methods and product design. Graduate engineer with general knowledge of manufacturing processes. At present with out-of-state manufacturer. Open for business connection with industrial organization where initiative

and ideas for present and post-war business would be appreciated. Address P. W. 992.

COUNSELLOR OF WOMEN—17 years experience in administrative and personnel work with women and girls—A. B. Smith—also graduate work in physics, astronomy and mathematics—past year counselled and trained industrial workers. P. W. 957.

CREDIT MANAGER—Age 39, five dependents—thorough training in credits from banking and manufacturing viewpoint—could be employed as treasurer's assistant—Fairfield County. Address P. W. 958.

EMPLOYMENT MANAGER OR ASSISTANT PERSONNEL—Single, forty-six years old—excellent education—intensive experience interviewing, hiring, selecting employees for large manufacturing firm, schools and college. Address P. W. 1006.

SALES MANAGEMENT—age 54—married—entire career devoted to executive sales management, advertising and sales personnel in electric appliance field—educated at Cornell. Address P. W. 959.

PURCHASING AGENT—age 54—lifetime experience in organizing and supervising purchasing departments—last position headed war plant purchasing department of 25 people—\$500 month. Address P. W. 960.

CONTROLLER-TREASURER—Past 10 years intimately associated in the application of all phases of Federal income taxes, particularly Corporation and Trusts—specialized work as a conferee in matters of Salary Stabilization—previous 20 years executive in banking, finance and investment, including supervision of personnel, accounting and methods—age 54—salary \$6,000. Address P. W. 962.

MATURE EXECUTIVE—Columbia graduate, B. S., majored Mechanics, Physics, Electricity and Economics—many years experience in organization, management, research, production and sales—can take complete charge or act as assistant—desire is to locate in New England with small or medium size concern—salary dependent on locality and responsibilities—age 51. Address P. W. 963.

ELECTRICAL ENGINEER—B. S. Yale—Age 43, married—Seventeen years experience in appraisal and valuation of electric plant property—Cost analysis and some time study in connection with original cost—Experience could be used in production cost analysis and control—Seeking permanent position with utility or manufacturing company in Connecticut. Address P. W. 967.

MANUFACTURING SUPERVISOR—Age 54—Practical experience in many phases of plant operation—Have general knowledge of manufacturing plants in Hartford area—Twenty years as production manager and director of Chemical Research. Address P. W. 968.

PERSONNEL MANAGER OR ASSISTANT—Age 38, married, 2 children, extensive experience handling all classes of people—Well versed on state, federal labor regulations—Investigative experience as well as administrative background dealing with plant organization in fire, safety and protective fields—Qualified for personnel manager small factory or assistant large plant—Hartford-Waterbury area—\$3,200 minimum. Address P. W. 973.

PLANT SUPERVISOR—Licensed architect with long experience in engineering and maintenance of industrial properties—familiar with electrical installations, heating and power equipment, machinery, plumbing, construction and maintenance—Age 44. Address P. W. 1003.

PUBLICITY, EDITING, ADVERTISING—college woman, 10 years' experience public relations in fund-raising firm NYC; editor, juvenile magazine; 6 years account executive, advertising agency, handling copy, layouts, production. Interested in war work near Sandy Hook. Used to earning \$4,500. Address P. W. 995.

EXECUTIVE SALES MANAGEMENT—experienced in intangibles—22 years in sales and sales promotion of insurance and commercial banking—both home office and branch management—age 48—married—educated Lafayette College. Address P. W. 974.

PERSONNEL MANAGER—All phases of Personnel Management and Administration, including selection, training and placement—Wage scales and incentive payments, job classification, group and compensation insurance—Broad comprehensive knowledge, based on actual experience, WLB, WMC and Selective Service programs—Age 37, married, 4F due to faulty vision. Address P. W. 977.

CONTROLLED MATERIALS PLAN—WPB officer with extensive knowledge in this field seeking position in private industry—previous 7 years in sales-contact work for large advertising company catering to industry—age 33, married, one child—Draft status 4F. Address P. W. 978.



NEW HAVEN DOCK

T. A. D. JONES & CO.

I N C O R P O R A T E D

B R I D G E P O R T . C O N N. . . N E W H A V E N . C O N N.

D I S T R I B U T O R S

B I T U M I N O U S C O A L I N D U S T R I A L F U E L O I L

S E R V I N G S O U T H E R N A N D W E S T E R N N E W E N G L A N D

V I A

R A I L . W A T E R . T R U C K S



The "Sec's" in this case being the secretaries of busy businessmen — those efficient ladies who occasionally engage each other in verbal skirmishes via long distance telephone circuits. A word-for-word transcription of a typical such battle would go something like this:

SEC. A — Mr. Brown calling Mr. Black. Put him on, please.

SEC. B — Put Mr. Brown on, please.

SEC. A — Mr. Brown is very busy. I'll put him on when you have Mr. Black on the wire.

SEC. B — Mr. Black is busy, too. You're calling Mr. Black, so put Mr. Brown on, please.

AD (almost) infinitum!

★ ★ ★

Precious time of long distance circuits wasted . . . important conversations needlessly delayed . . . frayed nerves of hard-pushed secretaries further unravelled — when the only really important thing is to get the call through quickly!

You — Mr. Busy Businessman — can eliminate this by instructing your secretary to "put you on" as soon as the connection is established at the distant point.

We've a war to win — let's cut out all the non-essentials and concentrate on the one vital objective — Victory!

**THE SOUTHERN NEW ENGLAND
TELEPHONE COMPANY**

for
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TO HELP YOUR WAR EFFORT

call
Hartford
2-2101

**THE CASE, LOCKWOOD
AND BRAINARD CO.**
85 Trumbull St • Hartford

[A MODERN PLANT, SKILLED WORKMEN AND
106 YEARS OF EXPERIENCE ARE AT YOUR SERVICE]

DWO & SON, INC.
ADVERTISING ART
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THE CASE, LOCKWOOD & BRAINARD CO.
HARTFORD [1943] CONNECTICUT

